

## Team Competence Summary / Prospecting



## Team Competence Summary / Qualifying



## Team Competence Summary / Building Rapport



## Team Competence Summary / Following the Sales Process



## Team Competence Summary / Goal Orientation



## Team Competence Summary / Needing Approval



## Team Competence Summary / Controlling the Sales Process



## Team Competence Summary / Handling Objections



## Team Competence Summary / Questioning Effectiveness



## Team Competence Summary / Active Listening



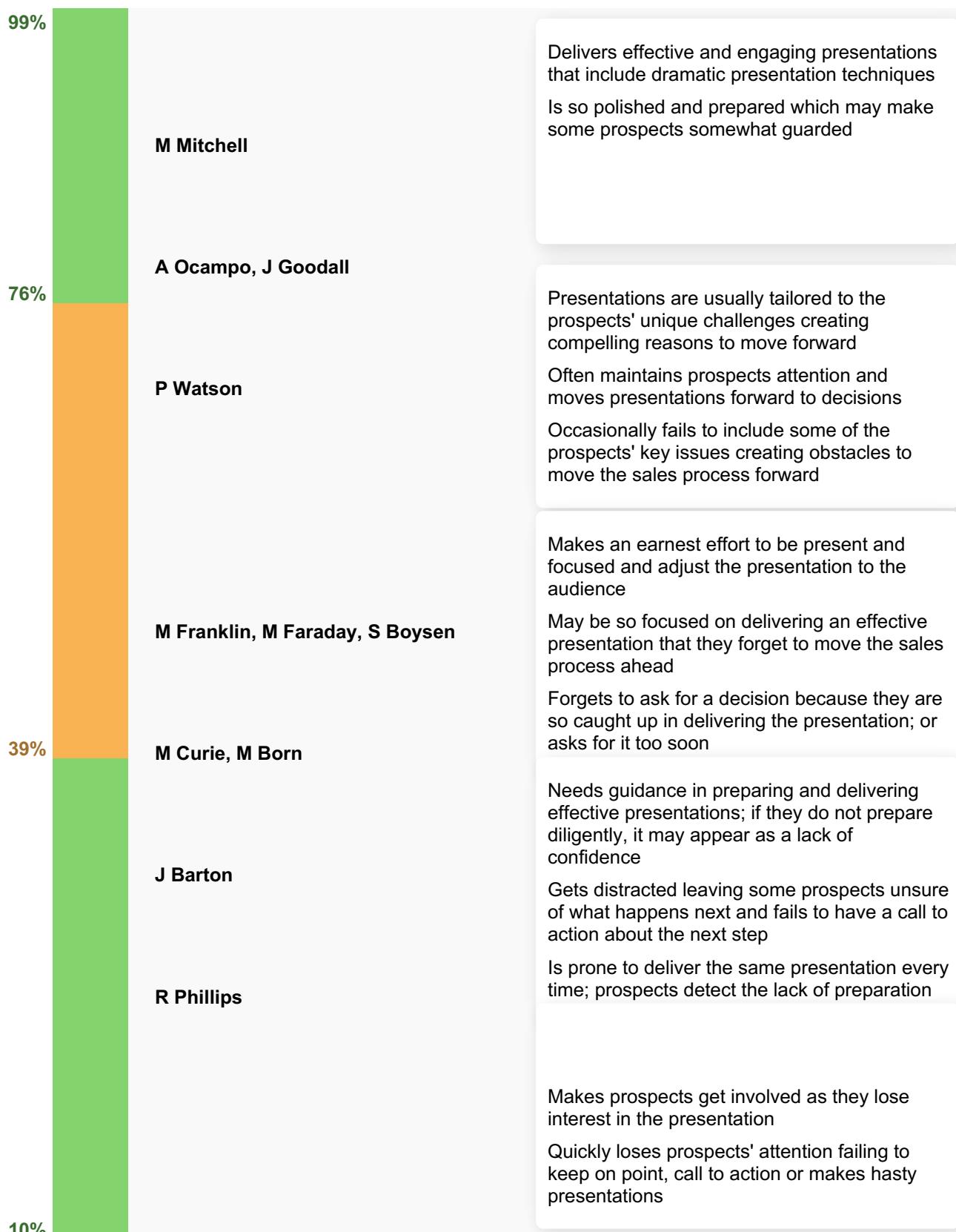
## Team Competence Summary / Critical Thinking



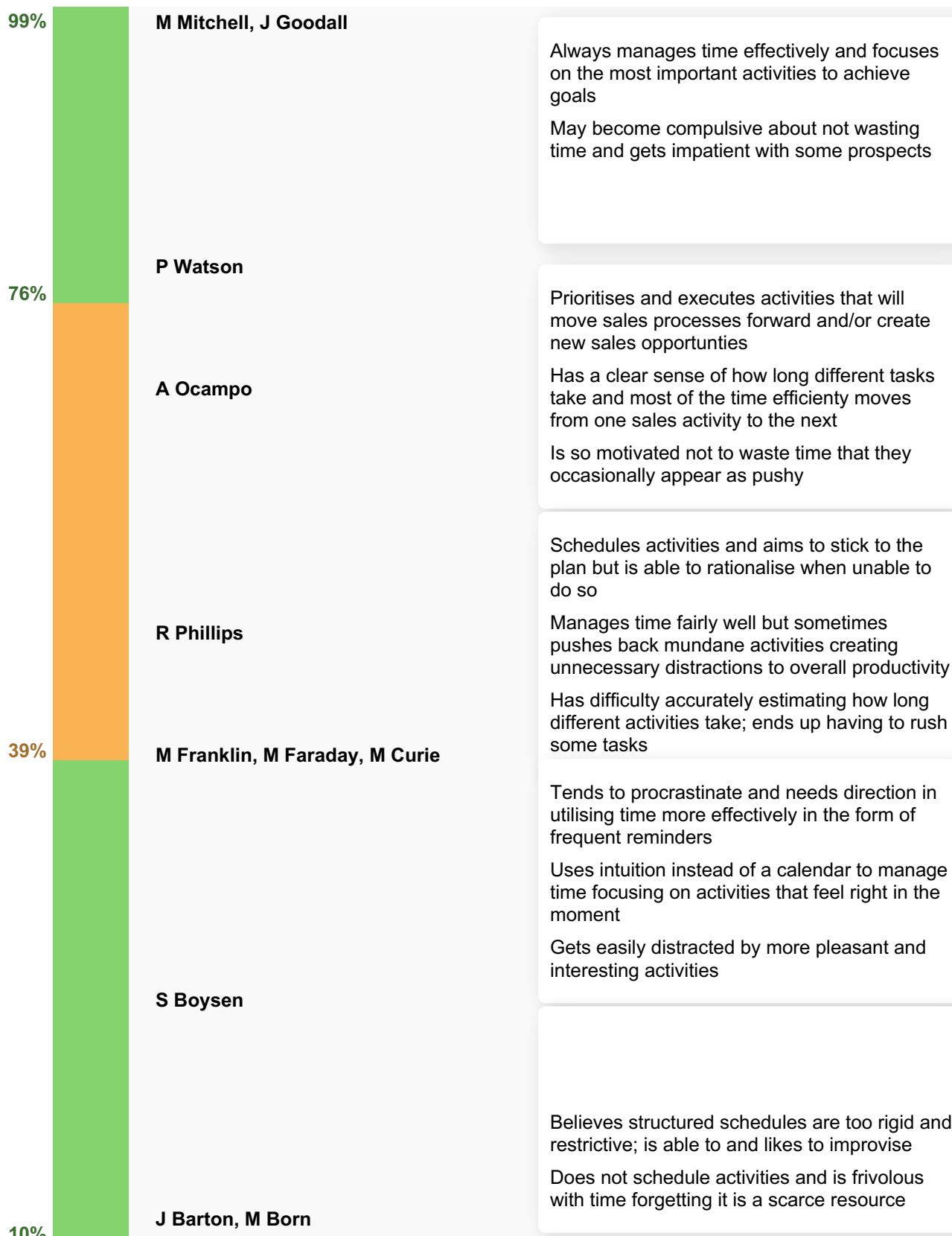
## Team Competence Summary / Ambition and Initiative



## Team Competence Summary / Presenting



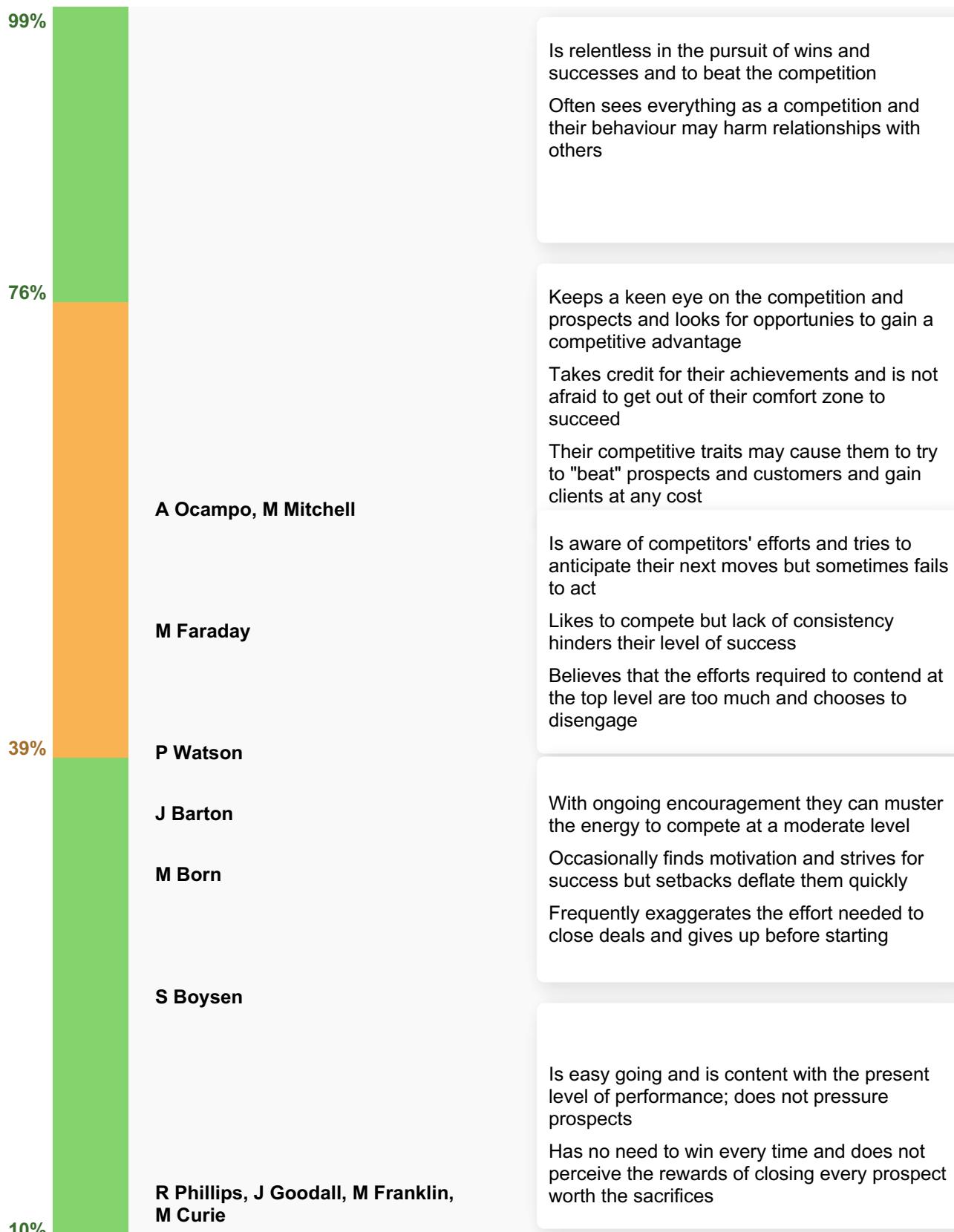
## Team Competence Summary / Time Management



## Team Competence Summary / Dealing with Failure



## Team Competence Summary / Determined Competitiveness



## Team Competence Summary / Money Concept



## Team Competence Summary / Emotional Distance

