

AG. SALES PRESENTATION INFORMATION

___ Organization and non grammatical errors (3 points total)

12 point check off for summary sheet:

(Value – 1 point for each)

1. ___ Contestant Name
2. ___ Statement of situation, circumstances, locations, (roles judges play) etc..
3. ___ Who contestant is representing (company or chapter)
4. ___ Product to be sold
5. ___ Features of the product
6. ___ Product structure
7. ___ Warranty
8. ___ Service availability
9. ___ Demonstration function
10. ___ Competitors and pertinent information
11. ___ Price
12. ___ Closing Statement or method

___ 1st section score (3 points possible)

___ 2nd section score (12 point check off)

___ **Total score for summary sheet**