

B	I	N	G	O
Transaction Time	10 Seconds	Double Greet	Open Ended	J.D. Power & Associates
Ask for the sale	Thank them	Live demos	25%	Referrals
Verbal	75%	Features	First impression	Professional & Personal
Ice breakers	Non-Verbal	Enthusiasm	Lifestyle needs	Appearance
Product Knowledge	Benefits	Walk outs	Close Ended	Expertise

B	I	N	G	O
Verbal	75%	Referrals	25%	Appearance
Close Ended	Professional & Personal	Features	J.D. Power & Associates	Non-Verbal
Ask for the sale	Double Greet	Live demos	Lifestyle needs	Transaction Time
Ice breakers	Benefits	Thank them	Enthusiasm	Open Ended
Product Knowledge	Walk outs	Expertise	10 Seconds	First impression

B	I	N	G	O
Professional & Personal	Lifestyle needs	Benefits	Close Ended	Enthusiasm
Appearance	Expertise	Ask for the sale	Features	Transaction Time
Ice breakers	Product Knowledge	Live demos	75%	Thank them
Verbal	Non-Verbal	Walk outs	25%	10 Seconds
First impression	Referrals	Open Ended	Double Greet	J.D. Power & Associates