Operational Sales Talk

Contestant Name:			Division:									
Circle the points that indicate your evaluation of this entry. Scores of 9-10 are superior, 7-8 are slightly above average, 4-6 are average and 1-3 are below average.												
				Lowest				Higł				
1.	Content of Sales Pitch	1	2	3	4	5	6	7	8	9	10	
	Is there an effective introduction? Does the individual cover scenario? Is there an effective conclusion? Is the Individual <i>Comments:</i>						info	rma	tion	give	n their	
2.	Ability to Communicate	1	2	3	4	5	6	7	8	9	10	
	Is the language direct and informal? Is there a conversationa articulation present? Does the speaker's voice have the appr performed at a desirable rate? Does the speaker maintain ey gestures natural, purposeful, and spontaneous? <i>Comments:</i>	opria	te v	olun	ne ar	id pi	tch?	Is th	he de	elive	ery	
3.	Total Effectiveness	1	2	3	4	5	6	7	8	9	10	
	Does the Individual convey confidence and poise? Do they individual keep the buyers interested? Is the sales material e you as a buyer purchase this animal? <i>Comments:</i>											
4.	Knowledge and Response to Questions	1	2	3	4	5	6	7	8	9	10	
	Is the Individual able to answer the questions the judges ask familiarity with the subject, and the ability to think quickly? the buyer feel the breeder is knowledgeable about the Red <i>A Comments:</i>	Do t	he a	nsw	ers t	o the	e que	estio				
5.	Overall Performace	1	2	3	4	5	6	7	8	9	10	

Total Points: _____

Ranking: _____