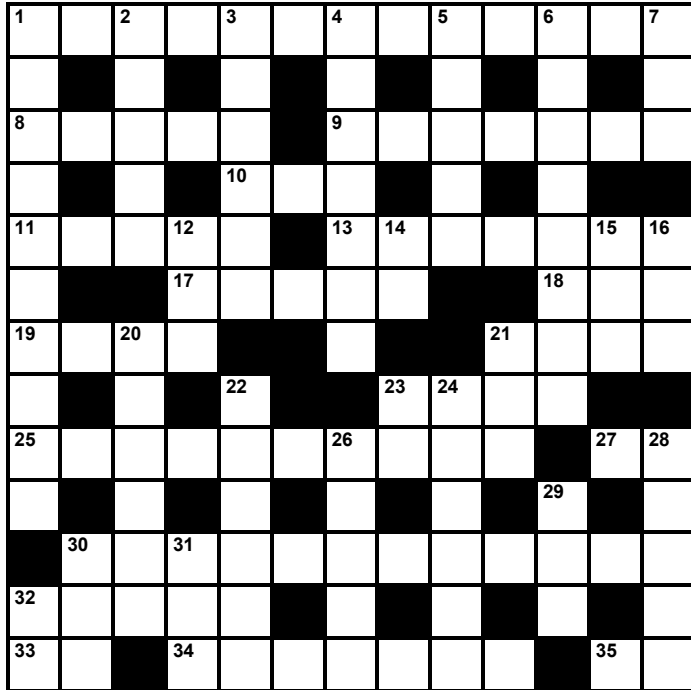


Crossword by Myles Mellor



Across

- 1 The whole process from taking initial interest to a sale (2 words)
- 8 They are essential for a sales rep
- 9 Website arrival
- 10 Three-way
- 11 Pick up on
- 13 Product demonstration (2 words)
- 17 Fix firmly
- 18 Compass direction
- 19 Makes a choice
- 21 Question start (2 words)
- 23 Observe
- 25 Part of a sales rep's compensation
- 27 You and me
- 30 Having initiative and imagination
- 32 Maintain one's position (2 words)
- 33 Placed above

Down

- 1 Provider of some of the best sales software
- 2 Discover
- 3 Established procedure
- 4 Asked in a friendly way
- 5 Simplifies
- 6 Initial factor in a prospect which eventually leads to a sale
- 7 Attention
- 12 Bro's sibling
- 14 Article checker
- 15 Prefix with lateral
- 16 Bottom line
- 20 When a sales pitch is made, e.g.
- 21 Tiny particle
- 22 There are points in a sale when it is best to remain _____
- 23 Yes in Spanish
- 24 Respectful

34 Narratives that can be used effectively in sales presentations

35 Credit, for short

26 Great

28 Enthusiastic

29 Proposal

30 Employer identifying number, for short

31 "___ the season..."

32 Act!

¹ S	A	² L	E	³ S	P	⁴ I	P	⁵ E	L	⁶ I	N	⁷ E	
A		E		Y		N		A		N		A	
⁸ L	E	A	D	S		⁹ V	I	S	I	T	O	R	
E		R		¹⁰ T	R	I		E		E			
¹¹ S	E	N	¹² S	E		¹³ T	¹⁴ E	S	T	¹⁵ R	¹⁶ U	N	
F			¹⁷ I	M	B	E	D			¹⁸ E	N	E	
¹⁹ O	P	²⁰ T	S			D				²¹ I	S	I	T
R		I		²² S				²³ S	²⁴ P	O	T		
²⁵ C	O	M	M	I	S	²⁶ S	I	O	N		²⁷ W	²⁸ E	
E		I		L		U		L		²⁹ B		A	
	³⁰ E	N	³¹ T	E	R	P	R	I	S	I	N	G	
³² D	I	G	I	N		E		T		D		E	
³³ O	N		³⁴ S	T	O	R	I	E	S		³⁵ C	R	