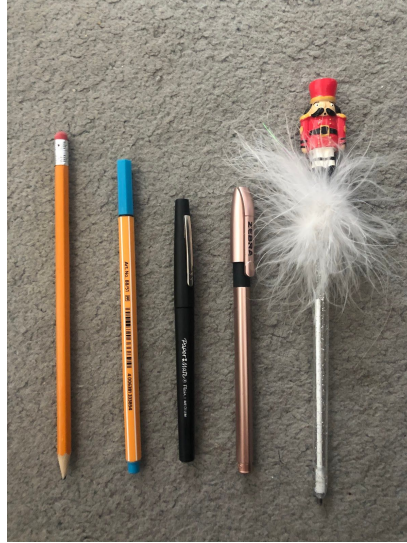


Career Assignment: Sales

Task: Sell, sell sell!

*Selling means knowing **what** to sell to **which** person.*

Collect up 5 different pens and pencils from around your house. Like this:



*Just because a pen **looks** the most interesting it doesn't mean it is the one that's best for the job!*

*What 5 questions can you ask someone to see which is best **for them**? What do they need it for? Finding out the **why** helps you know **what** to sell!*

- 1.
- 2.
- 3.
- 4.
- 5.

Now, why don't you role play selling to a family member? It could even be over a video call to someone not in the house!