

SalesGym Worksheet

Workshop #2 - Curiosity Generating Introductions

Use the worksheet to prepare your own personal introduction.

<p>1 Your name and role at OneDigital...</p> <p>(Avoid using a confusing title)</p>	
<p>2 What you specialize in doing...</p> <p>(Ideally, you specialize in solving a stubborn problem that is relevant to this person)</p>	
<p>3 One of the trends you're seeing (insight)...</p> <p>(This is where a curiosity generating insight comes in ... say something interesting and relevant)</p>	
<p>4 Transition to an open-ended question to get the person talking...</p>	