

# N5 SALES MANAGEMENT ASSIGNMENT MEMO

## QUESTION 1

### 1.1

#### Endless-chain technique ✓✓

- This technique consists mainly of satisfied customers, who are willing to provide the salesperson with names of likely prospects. ✓
- The customer will recommend the names of people whom they think will also benefit from the company's products or service. ✓
- For example, a price increase could possibly reduce unit sales volume.

#### Influence centres ✓✓

- Is usually a person, public figure or an organisation who has gained the honour and respect and admiration of the community, business and industry, whom others look up to. ✓
- For example, actors and actresses, sports personalities etc. ✓

#### Personal contact and observation ✓✓

- Social contact with friends, neighbours, fellow club members, church members and business acquaintances are good prospects if they need the salesperson's product or service. ✓
- The 'eye and ear' approach used by an alert salesperson ✓

#### Business leads ✓✓

- Before searching for leads outside the company, a salesperson should first investigate all possibilities inside the company. ✓
- For example, a salesperson can contact the company's credit department for inactive accounts or salespeople within the company selling different product lines for example a new car salesperson can refer clients who don't qualify to buy a new to used car salesperson. ✓

#### Spotters ✓✓

- Are people whose responsibility is to locate prospect and report them to salespeople. ✓
- They are usually rewarded for their duties, if the prospects buy the product or service offered. ✓

#### Social media

- Today people disclose information about their lives in social media, such as facebook, twitter, instergram, whatsapp, such as promotion at work, new house bought, arrival of a baby, et cetera.
- A salesperson should always be on the lookout for such information and follow through.

#### Publications, newspapers and trade journals

- An alert salesperson can pick up useful leads by regularly checking

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**Albert A Gayle**



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