

## 2022 OCSC – Round 3 The Presentation

*Please rate the quality of the introduction in the following areas with 1 being Needs Improvement, 5 being average, and 10 being outstanding.*

### **I. Introduction:** (Total Weight 10%)

1. Professional introduction Score \_\_\_\_\_
2. Attempted to build personal rapport Score \_\_\_\_\_
3. Recapped relevant details of the prior meeting Score \_\_\_\_\_
4. Seller conveyed they would be asking for the business today Score \_\_\_\_\_

### **II. Presentation:** (Total Weight 40%)

1. Seller walked prospect through recommended solutions Score \_\_\_\_\_
2. The presentation concise and easy for buyer to follow Score \_\_\_\_\_
3. The proposal was presented with enthusiasm and conviction Score \_\_\_\_\_
4. Both buyers were given appropriate attention Score \_\_\_\_\_
5. The target customer was conveyed in the presentation Score \_\_\_\_\_
6. Seller incorporated unique selling points into creative messages Score \_\_\_\_\_
7. The seller used trial closes at appropriate times Score \_\_\_\_\_

**III. Handling Objections: (Total Weight 30%)**

1. Buyers were given adequate opportunity to voice objections      Score \_\_\_\_\_
2. Seller clearly restated objections and clarified if necessary      Score \_\_\_\_\_
3. Seller provided an effective response      Score \_\_\_\_\_
4. Seller confirmed that the objection was addressed      Score \_\_\_\_\_

**IV. Obtaining Commitment: (Total Weight 20%)**

1. The seller conduct trial closes along the way      Score \_\_\_\_\_
2. Seller asked for the business      Score \_\_\_\_\_
3. Seller discussed next steps      Score \_\_\_\_\_