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Pathfinder's Name

## **Christian Sales Principles**

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1. Explain the responsibilities of a Christian salesperson as related to how they treat their customers and boss.

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2. List the points in the steps of a sale.

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3. Give a statement on how to meet objections.

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4. How are the following points valuable to a salesperson?  
Researching the market to see how an item or service will sell

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Proper training and knowledge about the item or service to be sold

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A visit to the plant or home office that produces the item or service

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Follow-up visits with first-time customers

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- 5. Using actual or hypothetical education and experience, write a resume which could be used in applying for a job.
  - 6. Find out what education is most beneficial for a career in sales.
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What aspects of sales are available to a Christian salesperson?

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- 7. Do one of the following:
  - a. Help raise funds through sales of either services, merchandise, or tickets to a Pathfinder, AY Society, or school activity accounting for more than your proportionate share of the sales.
  - b. Earn money for yourself through the selling of merchandise or a service.

- 8. Make a practice sales presentation to your counselor, teacher, or parent on the above item that you are selling.

Item being sold \_\_\_\_\_

Person solicited \_\_\_\_\_

- 9. Interview a Christian salesperson and a Christian retailer regarding the following points:

**For the Salesperson:**

Is a lot of traveling involved in the profession of selling?

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What other ways does the job of a salesperson affect family life?

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How are sales people paid?

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What opportunities for advancement are there in sales?

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What does the future hold for a career in sales?

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How do you get customers?

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What do you like the most about your job?

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The least?

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Does being a Christian make a difference in the way you do your job?

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**For the Retailer:**

What type of education and training is helpful for a retail sales career?

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What advancement opportunities are available in retail sales?

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When you place an order, which do you rely on most, service of the sales person, price, market characteristics, or the quality of the product?

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What do you do when a customer complains about an error he thinks your store has made when he is actually the one at fault?

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Does being a Christian make a difference in the way you run your store?

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What do you like the most about your job?

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The least?

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