

SMART SELLING

Let's discuss **WHAT SHOULD** you suggest to these customers.

1	It's my Grandma's 80 th birthday.
Answer	
Why	

2	Flowers for my daughter, something artistic and unusual.
Answer	
Why	

3	I don't want to spend too much but I want to get something nice.
Answer	
Why	

4	Congratulations flowers for a co-worker who works in a small cubicle.
Answer	
Why	

5	Funeral flowers for my cousin, coming from a big family.
Answer	
Why	

6	I need to keep the budget to \$60 but I need it to be showy.
Answer	
Why	