

# SPRING Into Spring

S	P	R	I	N	G
Sell a _____	Make a multi-unit sale of _____ or higher.	Learn the name of a customer's children.	Make a sale over \$_____	Compliment a customer's purchase. (Must be a colleague's customer.)	Make a sale to a customer who had said they were just looking.
Sell something to a person who is buying it because it's SPRING.	Introduce yourself to a customer.	Listen to a colleague work with a customer and then SPRING into action and give them some feedback.	Go all day without saying "How may I help you?"	Call a customer and invite them into the store. (Free square if your store doesn't call people.)	Find out what a customer enjoys doing the most in the spring.
Show an additional product to a buyer before they get to the checkout counter.	Ask a customer their name and use it at least once.	Make your first sale of the day.	Hear a colleague say to a customer "How may I help you?"	Get the contact information from a non-buyer.	Show _____ at least _____
Get a customer to use the word SPRING.	Introduce your customer by name to a colleague.	Get a customer to _____	Sell a _____ with a _____.	Make the highest sale of the day.	Tell a colleague <i>four</i> things you learned about a customer. (Wait until the customer leaves.)

Name \_\_\_\_\_