
-OR- (b) Interview a retail store owner and learn the following: _____

(1) How often is the owner approached by a sales representative? _____

(2) What good traits should a sales representative have? _____

What habits should the sales representative avoid? _____

(3) What does the owner consider when deciding whether to establish an account with a sales representative? _____

(4) Include your own questions. _____

7. Investigate and report on career opportunities in sales, then do the following:

(a) Prepare a written statement of your qualifications and experience. Include relevant classes you have taken in school and merit badges you have earned.

(b) Discuss with your counselor what education, experience, or training you should obtain so you are prepared to serve in that position.
