Participant Name _____Participant No. _____

2003 N.C. FFA Agricultural Sales Career Development Event

Junior Division
Sales Presentation Scorecard

	Excellent	Good	Fair	Participant Points
PreApproach (20)	20-16	14-10	8-4	_____
Approach (10)	10-8	6	4	_____
Demonstration (20)	20-16	14-10	8-4	_____
Customer Objections (10)	10-8	6	4	_____
Closure (20)	20-16	14-10	8-4	_____
Official FFA Dress (20)	20-16	14-10	8-4	_____
TOTAL POINTS		maximum 100		_____