Diagram

Description automatically generated**Errands**

*List some errands:*

**Salesperson**

A **bad** salesperson wants to *sell* you something.

A **good** salesperson wants to *solve* a problem.

**Types of customers:**

Penny Pincher –

Bargain Hunter –

Impulse Buyer –

Going with your Gut –

Loyal Customer –

Need-based customer –

Wandering Customer –