Segment 4 - Session 4 9 Square Grid - Part III

How Many Different Ways Can You Use The 9 Square Grid?

Example Sequence For "I'm Just Looking"

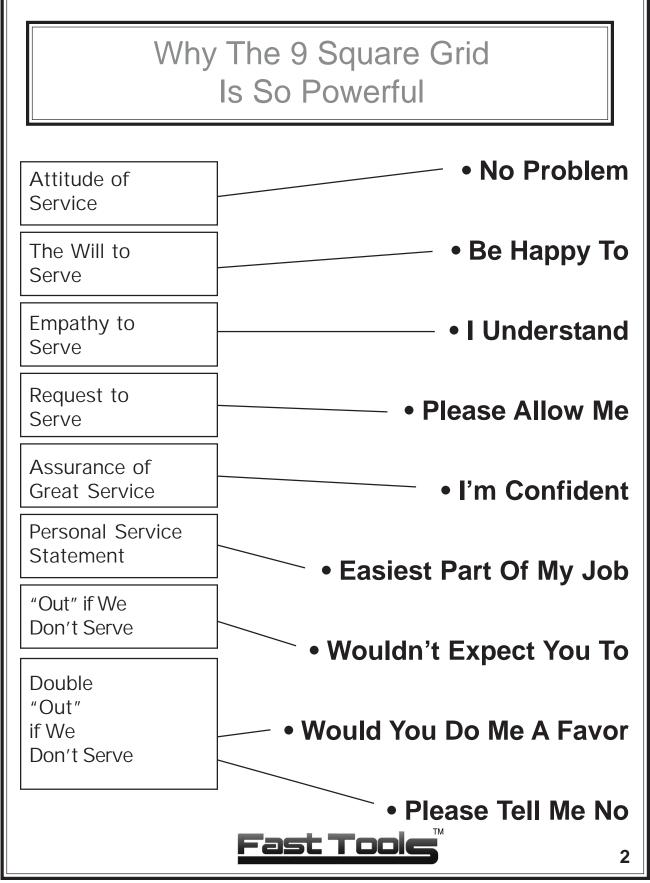
- 1. No Problem sir.
- Be Happy To let you look through the inventory.
- I Understand you can't make a decision without looking today.
- Please Allow Me to answer all of your questions.

N P	B ² H T	I U
P ⁴ A M	5 C	EP ⁶ O MJ
WE ⁷ YT	WY ⁸ DM AF	РТ ⁹ МN

- I'm Confident once you receive all of the facts you'll want to do business with us.
- 6. Providing you those facts is the **Easiest Part of My Job**.
- If you're not pleased with the information I give you, I Wouldn't Expect You To buy.
- 8. In fact, if you're not, Would You Do Me A Favor and
- 9. Please Tell Me No.



Segment 4 - Session 5 9 Square Grid - Part IV



Segment 4 - Session 5 9 Square Grid - Part IV

Customer Driven Language Pathway

N P	B ² H T	I U
P 4 A M	5 د ا	EP ⁶ O MJ
WE ⁷ YT	WY ⁸ DM AF	РТ ⁹ МN

- 1. No Problem
 - 2. Be Happy To
- 3. I Understand
- 4. Please Allow Me
- 5. I'm Confident
- 6. Easiest Part Of My Job
- 7. Wouldn't Expect You To
- 8. Would You Do Me A Favor
- 9. Please Tell Me No



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