



# Salesmanship Score Sheet

**JUNIOR, INTERMEDIATE, SENIOR**

*Contestants are asked to sell an animal, genetic opportunity or group of animals of their choice to a group of judges (potential buyers).*

**CONTESTANT NAME:**

**AGE DIVISION:**

Score the contestant in the following categories using a scale of 1-10, with 10 representing excellence.

	<b>SCORE</b>
<b>Delivery (In a virtual environment)</b> 10 points	
<b>Appearance (attire, etc.)</b> 10 points	
<b>Personality</b> 10 points	
<b>Binder/Folder</b> 10 points	
<b>Knowledge of product</b> 10 points	
<b>Personal interest in buyer's needs and goal to illustrate why this purchase would be the most advantageous - 10 points</b>	
<b>Positive, convincing approach</b> 10 points	
<b>Confidence in their guarantee, integrity</b> 10 points	
<b>Ability to close the deal and make arrangements for finalizing the transaction</b> 10 points	
<b>Would you buy from this breeder?</b> 10 points	
<b>FINAL SCORE</b>	
<b>FINAL RANK</b>	

\*\* Judges will place 1st - 10th. \*\*