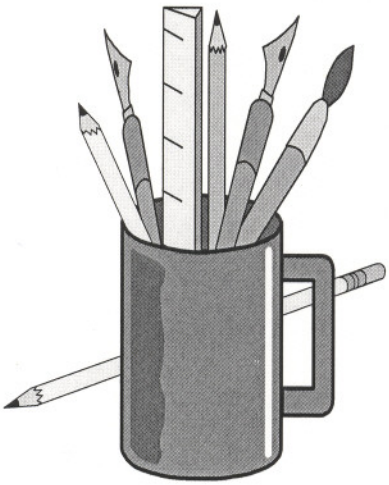
7 - Becoming an Expert
Product Literature and Pricing Information



Product Literature and Pricing Information

A wise employee is very knowledgeable about the products or services his company is selling. The employee should know (1) where the product comes from or how is it made, and (2) to whom does the company sell the product and for how much.

PRODUCT	WHERE DID IT COME FROM?	WHOM DO WE SELL IT TO?	COST/PRICE