

## **\Activity 52-A**

### **Exhibit Engagement Inventory**

Diagram out on a word doc, then make it your electronic or cloud template ... List (1) What you did that worked, (2) did not work and (3) what you saw someone else do really good that we can benchmark off of:

**LAST Exhibit I Did**

**NEXT Exhibit I Did**

1.

2.

3.

#### **TECHNIQUE FIFTY-TWO:**

**Selling Via Exhibits, Display Booths, Conferences, Back-of-the-Room (BOR), and Informational Table Setups for Increased Business Opportunities**

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(As taken from best selling [IT: HOW TO FIND IT, HOW TO GET IT, HOW TO KEEP IT](#) and [HOW TO GROW IT! The Ultimate Power Selling Book of Strategies and Tactics that Work](#))