**How to sell an Ad**

***Re-watch the video and complete the important notes table and questions:***

**Part 1: Notes**

|  |  |
| --- | --- |
| **Describe the people in this video (consider their physical appearance and their personality)** |  |
| **List your observations about the content of this video**  **(minimum 7 things)** | **1.**  **2.**  **3.**  **4.**  **5.**  **6.**  **7.** |
| **How can this video be improved?** |  |

**Part 2: Questions**

1. What do you do when a company’s manager is interested in buying an ad?
2. Leave
3. Shake his/her hand and say thank you
4. Have him or her fill out and ad contract and give him or her your contact information
5. Run for your life
6. What is the *most* important thing when selling an ad?
7. Be professional
8. Be assertive
9. Act like you know what you’re talking about
10. Be confident
11. All of the above