

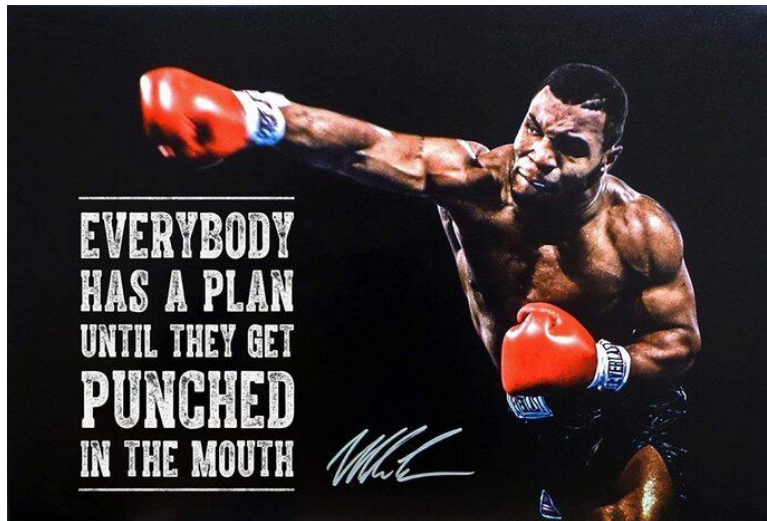
# 3 Questions Every Sales Rep MUST Answer In Order To Prepare For A Second Shut Down Due To Covid-19

A FREE Worksheet From [Paul Castain](#)



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Everyone loves that quote from Mike Tyson!

Actually, they love that quote until they realize that;

They were the one that got punched!

I bet you started the year with not only high hopes, but a plan to get you there, right?

Then a pandemic comes along and sucker punches you!

When this whole thing started, I took more than a punch, I got knocked to the canvas for a 9 count because I'm in [sales training](#), and all my onsite events were cancelled.

Luckily, I was able to get back up, CHANGE my plan, and do a little punching of my own,

How about you?

## Would you be prepared if a second shut down happened?

I put together 3 simple questions for you to ponder.

Here's how you can get the most from them;

First, ask your ego to leave the room and answer the questions honestly.

Next, bring this exercise to your sales team and have everyone complete it.

Brainstorm it with your team and then, the most important step;

**Take the necessary ACTION to build up  
your defenses!**

Ready?

Let's begin on the next page!









If you'd like my plan to not only be BETTER prepared for a second shut down, but to jump-start your sales in the second half of 2020, please [\*\*click HERE.\*\*](#)