

"Beat the Competition!"[®] The Game of Sales Strategy[™]

Name the states and provinces in which the 60 cities on the game board are located.

Make photocopies before filling in and give them to members of your family, friends and business associates.

United States

- | | | |
|--------------------|---------------------|----------------------|
| Albuquerque _____ | Indianapolis _____ | St. Louis _____ |
| Atlanta _____ | Jackson _____ | Salt Lake City _____ |
| Billings _____ | Jacksonville _____ | San Antonio _____ |
| Birmingham _____ | Kansas City _____ | San Diego _____ |
| Boise _____ | Little Rock _____ | San Francisco _____ |
| Boston _____ | Los Angeles _____ | Seattle _____ |
| Casper _____ | Louisville _____ | Tampa _____ |
| Charleston _____ | Miami _____ | Tulsa _____ |
| Charleston _____ | Milwaukee _____ | Washington _____ |
| Charlotte _____ | Minneapolis _____ | |
| Chicago _____ | Nashville _____ | |
| Cleveland _____ | New Orleans _____ | |
| Dallas _____ | New York City _____ | |
| Denver _____ | Omaha _____ | |
| Des Moines _____ | Philadelphia _____ | |
| Detroit _____ | Phoenix _____ | |
| El Paso _____ | Pierre _____ | |
| Fargo _____ | Pittsburgh _____ | |
| Grand Rapids _____ | Portland _____ | |
| Houston _____ | Reno _____ | |
| | Richmond _____ | |

Canada

- | |
|------------------------|
| Calgary _____ |
| Montreal _____ |
| Ottawa _____ |
| Quebec City _____ |
| Regina _____ |
| Sault Ste. Marie _____ |
| Thunder Bay _____ |
| Toronto _____ |
| Vancouver _____ |
| Winnipeg _____ |

If you find the above quiz too easy, place a "C" in front of every city which is a state or provincial capital.

SEE OTHER SIDE FOR "WHAT IS A SALESMAN?"

WHAT IS A SALESMAN?

A salesman is a pin on a map to the sales manager, a quota to the factory, an overloaded expense account to the controller, a bookkeeping item called the "cost of selling" to the treasurer, a smile and a wisecrack to the receptionist and a purveyor of flattery to the buyer.

A salesman needs the endurance of Hercules, the brass of Barnum, the craft of Machiavelli, the tact of a diplomat, the tongue of an orator, the charm of a playboy and the brain of a computer.

He must be impervious to insult, indifference, anger, scorn and complaints . . . and be razor sharp even after drinking to dawn with a customer.

He must have the stamina to sell all day, entertain all evening, drive all night to the next town and be fresh for a 9 a.m. appointment. He must be good at story-telling and willing to lose at golf and cards.

He wishes his merchandise was better, his prices lower, his commissions higher, his territory smaller, his competitors more ethical, his goods more promptly delivered, his boss more sympathetic, his advertising more effective and his customers more human.

But he is a realist who accepts the fact that none of this will ever happen. But he is an optimist, so he makes the sale anyway. He lives or dies by his daily report.

He spends his days away from home in a tedium of planes, trains and cars. He sleeps his nights away in cheerless hotel rooms. Each morning, he hoists onto his back the dead weight of last year's sales record and this year's quota and goes forth to do it all over again.

Yet, for all of that, he is absolutely certain that tomorrow will be better and there is nothing he would rather do . . . anybody he would rather be . . . than a salesman.

(Recited on one of his radio broadcasts by Paul Harvey and published in Ann Landers' newspaper column. Author anonymous.)

Note: Traveling salesmen were once called "Drummers"; today, they are called Sales Representatives or National Account Executives.

Compliments of Compete! Games and its new board game

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SEE OTHER SIDE FOR U.S.A. AND CANADA GEOGRAPHY QUIZ