

Module 4 Week 4: Sales Script + Ethical Selling Handout

Lesson Overview: Write and practice a clear, respectful, student-safe sales script.

Key Concepts

- Sales script
- Customer conversation notes
- Customer FAQ ideas
- Ethical sales checklist

Guided Worksheet Activity

Write a short sales script, practice a customer conversation, and complete an ethical marketing and sales checklist.

Step	Student Response
What is the main idea or task for this lesson?	
What information did you discover or decide?	
What feedback, safety rule, or approval do you need?	
What will you add to your student business binder?	

AI Prompt of the Week

Help me write a short sales script for my student business. Business name: [business name]. Target customer: [customer]. Problem solved: [problem]. Offer: [product/service]. Main benefit: [benefit]. Next step: [contact us / request info / approved order]. Keep it friendly, confident, honest, and appropriate for a student business.

Reflection Questions

- What did I learn this week that makes my business idea stronger?
- What decision did I make myself after using AI or feedback?
- What is one question I still need to answer?

- What is my next step before the next lesson?

Student Safety Reminder

Do not share home addresses, personal phone numbers, full birthdates, school ID numbers, medical information, payment information, or private family information. Ask a parent/guardian or teacher before public-facing business work.

Deliverable Checklist

- Sales script
- Customer conversation notes
- Customer FAQ ideas
- Ethical sales checklist

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