

50p dq thanksgiving

Business



The sales people Insert Insert Personally, I feel good, comfortable and with the warmth of the welcome I receive when my presence is recognized. It helps me to feel free to interact freely by asking and seeking further help on the things that I may not understand. It is especially in cases when greetings are accompanied by smiles.

Buying can be a tricky endeavor when one does not understand the product range available. It normally happens when one visits a new store. Terms like welcome and thank you reveals much about the company and makes me always want to buy in such a welcoming place. Greetings makes me feel more than just a customer; a guest. Over time, I have noticed that I have a tendency of spending a lot on my budget and frequently when purchasing something. Unwelcoming stores make me feel stressed, insecure and uncomfortable (Bonita Springs, FL:

Addington & Wentworth, 1997).

The situation changes when I visit places where I am familiar with the products supplied. However, in such places I always want to be complimented because it prides my heart for example to be reassured of the perfection of the product and how it suits my interest. It makes me feel the worth of the product and in essence add enormous goodwill (Bonita Springs, FL: Addington & Wentworth, 1997). Given the chance in large stores, one is familiar with its products enables me to make an individual choice without distraction. It is from such endeavors that I cherish the space when in a store.

In conclusion, welcoming is a good gesture because it makes one feel relaxed and will be able to concentrate on working. On the other hand, guidance during a shopping session, enables one to make an informed

<https://assignbuster.com/50p-dq-thanksgiving/>

choice. The right mix of welcoming, guidance and a bit of space to make personal choices is what I like to indulge.

REFERENCES

Many of the ideas in this section are adapted from P. R. Timm. 50 Powerful Ideas You

Can Use to Keep Your Customers, 3rd Ed. (Hawthorne, NJ: Career Press, 2001). Copyright

Paul R. Timm.

1. Cited in "Yamaha Merchandising Training," Yamaha Corp. Also found in S. Geist. Why

Should Someone DO Business with You Rather than Someone Else? (Bonita Springs, FL:

Addington & Wentworth, 1997).