

Jared Kroll  
7<sup>th</sup> hr,

Create an Avatar Sales Presentation Using Voki or GoAnimate

Nike Nike5 Elastico - Men's (Indoor Soccer Shoe)

-Greeting/approach:

Hello. Welcome to Eastbay. Are you interested in any products that we have to offer you? If you were interested in purchasing some new soccer equipment and apparel I have a good option for you. We have a great selection of Nike indoor soccer shoes for the winter season to improve your game, and get ready for the summer and fall season.

-Pre-approach/Needs:

Nike has various styles of soccer shoes like the Mercurials, T-90s, Nike 5s, and the Control 360s. They have various designs and colors for each specific shoe. One shoe that is a hot seller now is the Nike5 Elastico. It is a great indoor soccer shoe for all ages and levels of competition and uses. There are many great customer reviews and comments with great feedback to improve the quality of our shoes. If you are looking for a shoe with great value for the reasonably low price, I would definitely recommend the Nike indoor soccer shoes.

-Features/benefits:

The Nike5 Elastico comes in various colors with many variations in designs. One of the most appealing designs is the bright crimson and total orange with black on the logo. The shoe is very durable, comfortable, and lightweight. The sizes range is from six to fifteen, and a recommendation would be to order at least one half size larger than your normal shoe size. This shoe has the front section of the shoe orange while the back of the shoe is red. The upper part of the shoe is synthetic leather which overlays on the toe. The midsole features a die-cut EVA sock liner for extra cushioning in the forefoot and heel to play without pain. The insole is non-

removable. The outsole has a new low-profile small-sided court design for high quality traction and underfoot ball control. Customers' main positives they have suggested about the shoe would be the comfortable feel, good traction, durable fit, lightweight material, great ball feel.

-The Ask/Objections:

Is there anything else you would like to know about the Nike5 Elastico? Objection: Is the shoe very durable because it does use synthetic leather? Answer: This product is very durable as the make of the product has a good construction, and if anything would happen to go wrong we have a generous return policy. Objection: Is this product really worth fifty dollars? Answer: This product has great quality overall with a fair evaluation, and if you are concerned about the product's quality, you could always get the more expensive shoe though it would bring even more quality. Objection: Are these collections of shoes the only styles and colors? Answer: As of now these are the only selections we have, but we have a great design team coming up with new styles and variations to the design to improve the look of the shoe. All of the shoes are very appealing, but would you still be interested in the orange and red style.

-The Close/Follow up:

This shoe is flying off the shelves now, and I own these shoes, so I would definitely personally recommend this product to you. This product is extremely good-looking, and it is easy and great to play in. This shoe would cover the use of indoor soccer and working out in general. Would you like to check out now? Would you like to purchase any additional gear such as socks or shin guards. Thank you for visiting Eastbay. Have a good day!

