



Questions 1 through 3 refer to the following conversation:

1. How much money could a listener earn?

- a. Only \$50
- b. No more than \$100
- c. It depends on the number of referrals
- d. At least \$150

2. What kind of business is being discussed?

- a. Telephone service
- b. Radio Advertising
- c. Cable TV
- d. Newspaper Subscription

3. What is known about the audience?

- a. They are *Visionex* customers.
- b. They have disconnected their service.
- c. They are qualified salespersons
- d. They work for *Visionex*