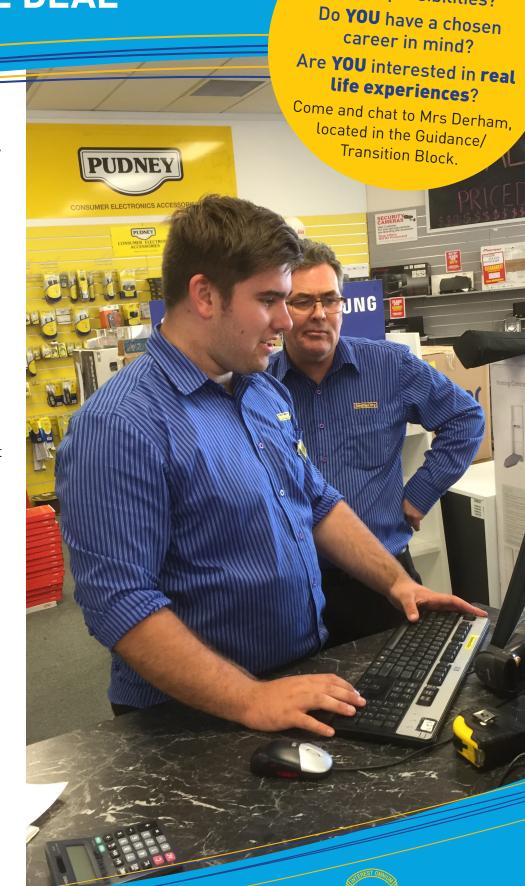
SELLING THE DEAL

Taine has been working for Smiths City, Northwood, one day a week, as a Gateway Student. Here he has been able to apply his unit standards he has been working on for the Retail and Service Industry.

Taine has experienced "real life" and "hands on" situations dealing with customers and their requirements, along with having to achieve personal sales targets set by the company. Within the appliance department Taine sells big ticket items such as TVs, washing machines, fridges and dish washers. He is enjoying this type of work, dealing with the clients and "sealing the deal".

Taine has worked so well and proved himself that he has been offered full time employment once he has completed his school year!

GATEWAY STUDENT TAINE CHERRY (Y13)



Are **YOU** interested in Gateway

and its possibilities?

SHIRLEY BOYS'
HIGH SCHOOL