

# 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?  
Do **YOU** have a chosen career in mind?  
Are **YOU** interested in **real life experiences**?  
Come and chat to Mrs Derham, located in the Guidance/Transition Block.



**SHIRLEY BOYS'  
HIGH SCHOOL**