



**FULLDRAW
ARCHERY**

FULL DRAW ARCHERY

SMALL INTERNSHIP

Austin Blain

What is Full Draw Archery?

- ◆ Full service archery shop
- ◆ Shooting range
- ◆ Located in Sandy, UT



Why Full Draw Archery

- ◆ Customer service oriented
- ◆ The type of business I would like to own

What did I do?

Sold merchandise



Trained new shooters



What were my goals?

- ◆ Customer service oriented
 - ◆ Sale 5 bows (not as easy as it sounds)
 - ◆ Give memorable lessons resulting in new shooters
- ◆ Business oriented
 - ◆ Learn how a business of this size receives, monitors and replaces inventory

What did I learn?

- ◆ I learned how to effectively help customers with their needs
- ◆ How to properly instruct participants to do something new
- ◆ How to interact with customers to make them feel as if they are more than just a customer

