

## <u>Across</u>

Customer complaints should be seen as \_\_\_\_\_ to improve service.
Treat each customer as if they're the \_\_\_\_\_ one you'll deal

with that day. 7. With angry customers it's

important to let them do this,

**12.** When speaking with customers you should vary the \_\_\_\_\_ of your voice.

**13.** Anticipating problems, heading them off and alerting customers is being \_\_\_\_\_.

**14.** Delighting your customers means \_\_\_\_\_ their expectations.

**15.** Taking personal responsibility for a customer's complaint is taking

16. Customers who have their complaints satisfactorily resolved tell an average of how many people?17. A positive one will make your day better.

## <u>Down</u>

**1.** Offering a customer additional products or services is cross-selling or \_\_\_\_\_.

2. The annual celebration of the importance of customer service is \_\_\_\_\_. (3 words).

**5.** The most important customer service skill is \_\_\_\_\_.

**6.** The people you serve each day.

**8.** You sound more relaxed and friendly when you \_\_\_\_\_ while talking on the phone.

**9.** Another word for internal customer is \_\_\_\_\_.

**10.** You start each call with a friendly \_\_\_\_\_

**11.** Your most important communication tool when you're on the phone is your \_\_\_\_\_.