

these inserts are from sales personnel in Apple or computer retail outlets. For the obvious reasons some names and information have been withheld, we don't want to get anyone the sack do we now.

James Lee - UK

Chap comes in takes a very anti-Mac standpoint, no floppy, inferior operating system, it's a copy of Windows, Macs are slower than PC's (!!!!!). So I get down to demolishing his points one by one, each time he grudgingly concedes when I point out that MacOS was created in 1984, RISC=faster than CISC by independent bench marking and show him some of the features that OS 8.5 has that Windows just can't do e.g. Sherlock.

I can tell that he's not won over. I point out that the designer (Jonathan Ive) is British, still no joy. Then he says "I bet they're made in Japan!" Suddenly, I realise his Achilles heel, he's an Irishman.

"No." I reply, "They are made in County Cork." His girlfriend turns to him and says "That's stuffed you, you can't say that "Mac's are crap" anymore." He shakes his head, says nothing else and shambles off.

Tency, UK

A guy comes in and tells me he wants a machine running Windows, the usual 'I've only ever used windows', blah blah. So who am I to argue. He buys a desktop G3 and we throw in a copy of softwindows.

Three weeks later the guy is back.

He gives us the Softwindows package back STILL in the shrink wrap!

You figure that one out.

C. Munsey - Scotland, UK

One of my demonstration techniques is to get children to play games when I'm not busy. The parents always come over to collect them and then I get

a chance to do my sales pitch. Anyway, one lad of 14/15 comes over and I set up Nanosaur. He thinks it rocks. I tell him that you can get "Virtual Game Station" for the iMac. He stops, walks away and immediately starts pestering his parents who are falling out quite openly over which computer to buy.

"NO!" they tell him we won't buy it!". I step into the melee by asking Mum what she wants her computer for. "Word processing, spreadsheets, family accounts and the Internet." is her reply. Well, I get stuck into my demonstration and she starts to warm to me. We are both schoolteachers, she currently uses an Acorn and is quite anti-Microsquash. I show her some of the school templates for ClarisWorks, then she's hooked. To cut a long story short she buys one and peace is restored to the family, as they leave I slip the young lad a piece of paper. It says "You can get Virtual Game Station" at: <http://www.virtualgamestation.com/>"

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