

# **1. AUDIOGRAM DEMONSTRATIONS USED IN THE SALE PROCESS**

This NEW BREAKTHROUGH method of using the audiogram in the sales process is totally unlike the old fashioned method of scribbling "OK," "Needs Help," etc, on the chart, along with a two hour presentation.

Bonding does not occur with this social endeavor. This two hour method identifies you as the "used car salesman," in the prospects mind and also makes you cross the "professional distance," line.

Our new method teaches you exactly how to target the problems and professionally address them in writing.

The bonding process is addressed in the first phase of the new sales interview. You will learn to avoid the, "Good ole boy or I'm your buddy," approach.

When done properly and accompanied with the other phases of our new process, your return rate will drop considerably and the objections such as "I'll think about it..." will disappear.

**This method is wonderful and we are so willing  
to share it with you !**

**Email us at:**

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**or**

**Just call us at:**

**210 - 896 – 3030**