

11. FOUR PHASES OF A HEARING AID SALE ~ OUTLINED ~

This four phase sales strategy is crucially important in your ability to dominate your hearing aid market. This four phase strategy is the main outline of your sales interview.

This interview presentation is to be done on a consistent basis with every patient contact.

From the warm friendly greeting to discovering what is wrong with the patients hearing through the close will be discussed in outline process. This section of the GS Anderson Consulting Inc. manuscript(s) is kept with you, at your dispensing station for reference when things, "don't seem to be going well."

Teaching you how to probe for the "pain" tactfully and your professional diagnosis and solution to the problem is clearly outlined for you. The outline is presented in sequential-chronological order. The entire sales interview takes less than one half hour in the highest percentage of cases.

(This includes signed agreements and payment !)

It is ABSOLUTELY CRITICAL that you have a copy of this section along with some of the other sections for professional sales dominance in your area. Your net profit on one extra hearing aid easily covers the cost of all GS Anderson Consulting Inc. training sections.

This section along with the other references will teach you to be a superior Open House Closer or command the market in the day to day operations in your target market.

**This is your "ABSOLUTE MUST REFERENCE !" in your efforts to
advance your success rate and your net profits !**

~ VERY IMPORTANT MATERIAL ~

**Read more and just call us with questions !
We are here to help.**

**Just Call:
210 - 896 - 3030**

OR

**E-Mail us at:
GARYHEAR@AOL.COM**