

13.

***GREETING PHASE
OF
THE PRESENTATION***

The greeting phase is part of the bonding process with the prospect. Prospects will decide whether or not to do business with you within the first few minutes. Do this correctly or all other efforts are wasted.

Also be advised that the prospect also bonds with the staff within the first few minutes. Learn to generate the correct type of greeting for the correct type of sales interview.

**This step must be done correctly or all else
is time and money wasted.**

**This is an easy process and we are happy to help you with this.
Read on and call us if you have questions
or
need further help !**

**Just call us at:
210 - 896 - 3030**

OR

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