

**19. HEARING AID OFFICE
TOP NOTCH CONSULTANT
PROFILE**

Now that all of your ducks are in a row and you are ready to expand your practice, you will need sales help. Finding the right person and getting that person on board for the long haul, is easier than you think.

The first move is to find some that fits our "success" profile. There are 5 all important criteria points to follow when looking for the right consultant or audiologist. When they are strictly followed you have a winner !

This "Rule of five," is all important. Should you have a candidate that has only four of the five, you must make a calculated decision on whether or not the last can be taught to that revenue generating consultant.

Once you have determined that the criteria has been met then you are now only ready for a second interview.

This consultant interview process, is hugely important and must be performed correctly.

We have a series of steps to follow in exact order, including the type of advertising to use.

We also suggest the industry (and candidate profile) that a professional candidate may be drawn from.

REMEMBER that this person that will determine what type of retirement you will have. This candidate if hired, will also determine what lifestyle you will enjoy for the rest of your life.

Most of the owners/managers across the nation have the very same complaint, which is; "I just can't find anyone that is worth a !@# ~." "They don't want to generate leads and they don't want to work !

HELLO... You are looking in the wrong places !
HELLO... You are hiring the wrong people !
**HELLO... You may not know how to hire that 20% that sell
80% of the aids sold in the industry !**

***If your hiring success rate is blemished with
turnover, poor sales ability, laziness, and
disloyalty....***

Just read more about our program !

***Give us a call if you need help
or
if you have questions.***

WE are so happy to help you.

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

OR

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