

### **3. CALL TO ACTION ~ ~ THE CLOSE**

The process of getting to the final phase  
of your presentation  
is not  
the final step in your new sales interview.

Remember that your series of steps to arrive to the "close" does not guarantee the sale to pass the 30 day trial privilege. However, all of the preceding steps MUST successfully be accomplished in specific order, before you can arrive to this "closing" point.

Your objective is a solid sale !

A through emphasis of those "Traits of the hearing impaired," and the four motivation factors must be used in your next phase of the closing process.

**We will be happy to teach you how to do this !**

**READ more about this and call us if have questions or need help.**

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

**OR**

**E-Mail us at:  
[GARYHEAR@AOL.COM](mailto:GARYHEAR@AOL.COM)**