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## **MASTERING THE TELEPHONE**

***THE TELEPHONE IS YOUR FRIEND !***

***However, many in the industry think that the phone is their mortal enemy. UNDERSTAND that each time the phone rings that sound should remind you of your cash register.***

**We teach you how to use your phone ! This includes your personal volume, the pitch and the rate of your presentation. How to stay in control on the phone is of utmost importance when dealing with patients or prospects !**

### **YOUR PHONE IS YOUR LIFELINE TO THE SALE !**

**The information we suggest in this writing also establishes guidelines when telemarketing. Your presentation on the phone should be something enjoyable. It should NOT be something you hate to do . We help you change your attitude about prospecting on the phone. This includes previous patients, tested not sold's and telemarketing other sources.**

**GENERATING SALES LEADS AND PROSPECTS FROM THE PHONE IS NOT AS DIFFICULT AS MOST PEOPLE IMAGINE.**

### **IF IT IS DONE CORRECTLY !**

**Again, the phone is your lifeline to a sale ! If you need help with phone work or you feel uncomfortable using the phone, we are her to help.**

**E-Mail us at:**

**[GARYHEAR@AOL.COM](mailto:GARYHEAR@AOL.COM)**

**OR**

**JUST CALL:**

**210 - 896 - 3030**