

31. NO DEMO ~ ~ ~ NO SALE !

THESE DEMO'S WORK !

Nothing happens until a sale is made !

***Generating revenue for your clinic is your responsibility.
You will learn to become a sales professional rather than an
order taker (or get out of the business) !***

To clarify what an "order taker" is, we would describe those salespeople as consultants that try to "talk" their way into a signature on a sales agreement.

A professional sales consultant is someone that closes those close prospects that are on the fence. They would use "professional demonstrations," and, "know how" in their sales interview.

***WE OFFER MANY DIFFERENT DEMONSTRATIONS
TO ADD TO YOUR ARSENAL.***

***WE ALSO TELL YOU WHEN AND HOW TO USE
WHICH DEMOS
TO SECURE THE SALE.***

Our program will take you, step by step, through the entire sales presentation, and you will see that your entire sales interview is in fact a demonstration.

You will learn how to generate the need for a demonstration which will position you for the closing stage in your presentation.

***LEARN TO ANSWER ALL OBJECTIONS WITH
A
DEMONSTRATION !***

**DEMONSTRATIONS ARE ALSO USED THROUGHOUT THE
PATIENT / PROFESSIONAL RELATIONSHIP.**

**YOU NEED TO BE
WELL INFORMED IN YOUR ABILITY TO SELECT THE
APPROPRIATE DEMONSTRATIONS WHEN OBJECTIONS ARISE !**

THIS IS A LENGTHY MANUSCRIPT.

**AFTER YOU READ THIS, "ALL IMPORTANT" SECTION,
AND
IF YOU NEED HELP WITH THIS CRUCIAL PART OF THE
SALES PROCESS**

PLEASE FEEL FREE TO CONTACT US AT:

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

OR

**JUST CALL:
210 - 896 - 3030**

WE ARE SO HAPPY TO HELP YOU !