

34.

**OPEN HOUSE CLOSERS
OPENING DAY
TRAINING GUIDELINES**

**IF YOUR OBJECTIVE
IS TO BECOME AN OPEN HOUSE CLOSER
AND
GET THE HECK OUT OF YOUR OFFICE
THAN
THIS MANUSCRIPT WILL GIVE YOU PROCEDURAL GUIDELINES
TO FOLLOW AS YOUR PERSONAL TRAINING GUIDE**

This summary can be used as a closers guide for your pre-opening meeting on the first day of the Open House Event. This meeting is designed to insure that no steps are missed and no costly errors are made.

**THE PRE-OPENING MEETING ON THE FIRST DAY
HAS EXTREMELY
IMPORTANT SUBJECTS TO COVER**

This manuscript contains that list in detail for you to follow.

**THIS IS
THE MOST IMPORTANT READ
AN OPEN HOUSE CLOSER SHOULD PREVIEW.**

ALSO

**THE RESIDENT CONSULTANT
MUST ALSO BE PREPARED TO HANDLE THE OPEN HOUSE
PROGRAM BY UNDERSTANDING HOW IT WORKS.
THE RESIDENT CONSULTANT OR CLOSER
SHOULD
ALSO READ THIS MANUSCRIPT**

***THIS READ WOULD BE ESPECIALLY USEFUL SHOULD THE
RESIDENT CONSULTANT WISH TO BECOME THE "OPEN HOUSE
CLOSER" FOR HIS COMPANY OR OUT ON HIS OWN.***

(IT GETS YOU OUT OF THAT OFFICE !)

IF YOU WISH TO BECOME AN OPEN HOUSE CONSULTANT

OR

***YOU WISH TO IMPROVE YOUR SKILLS
READ THIS MANUSCRIPT !***

SHOULD YOU HAVE ANY QUESTIONS

***PLEASE CONTACT US AT:
GARYHEAR@AOL.COM***

OR

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

It is our pleasure to help you succeed !