

36.

**OPEN HOUSE THEORY
AND
FLOW OF WORK**

***THIS READ ON OPEN HOUSE THEORY AND TRAINING
CAN ALSO BE USED
FOR YOUR REGULAR PROMOTIONS.***

**WE OUTLINE AND EXPLAIN THE GUIDELINES
AND
REQUIREMENTS NECESSARY TO BOOK OR INITIATE
AN OPEN HOUSE PROMOTION,
THAT ARE CRITICAL TO FOLLOW.**

***This sequence of events are clearly described so that you
can handle this promotional event with ease ! Every stage of
the open house event is described. What the key employees
are to say and accomplish in the different stages of the sales
event is defined.***

THIS IS GREAT SALES TRAINING !

**SHOULD YOU CHOOSE TO HAVE
GS ANDERSON CONSULTING INC.
HOST YOUR OPEN HOUSE**

~ OR ~

**YOUR RESIDENT CONSULTANT HOST
THE OPEN HOUSE**

**THE APPROPRIATE COMMITMENTS, PAPERWORK, DEPOSITS
AND FOLLOW THROUGH ARE NECESSARY ON
A CONSISTENT BASIS.**

**(YOU WILL SELL THE PROSPECT AND DO ALL OF THE
PAPERWORK WITHIN 30 MINUTES PER PROSPECT !)**

**OTHER GENERAL SUGGESTIONS ARE ALSO
OFFERED FOR YOUR PROMOTION
WHICH HAVE BEEN FOUND TO
ENHANCE YOUR SALES SUCCESS RATE.**

ALSO INCLUDED:

ARE

**THE ABSOLUTE NO NO'S YOU MUST AVOID
IN ANY HEARING AID PROMOTION.**

**These gross mistakes that we suggest are time tested and
will cost you money if they are made.**

**If you need help in any of these areas
please feel comfortable to contact us:**

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

OR

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