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**OPERATIONS MANUAL
OBJECTIVE**

OUR PURPOSE AND INTENT
of this operations manual is to train anyone who is dispensing hearing aids, to increase their sales volume and decrease their return rate.

WHEN THIS IS ACCOMPLISHED
through the open house sales and training program, we both win.

This manual is designed to address many different problem areas ranging from; office selection, training, marketing, salesmanship and all other operational controls.

**WE PRESENT THIS OPERATIONS MANUAL
TO HELP YOU UNDERSTAND
THE MECHANICS AND TRAINING
FOR ANY OF THE 60 DIFFERENT FOCUS AREAS
NECESSARY
TO DOMINATE YOUR MARKET.**

Our huge national exposure to hundreds of offices and promotions afforded us the luxury of collecting countless advertisements of every type, for you to use with our open house program.

**WE ALSO OFFER TRAINING AND GUIDANCE
TO THE POINT
at which we have the resident consultant you,
present in the room while we sell !**

*Arrangements for this training
can be made in advance.*

**YOU WILL ALSO HAVE
THE OPPORTUNITY TO SELECT FROM OUR 60+ MANUSCRIPTS
OR FOCUS AREAS
FOR ADDITIONAL TRAINING WHILE WE ARE HOSTING YOUR
OPEN HOUSE !**

*Arrangements for this training
can be made in advance.*

**WE WANT TO HELP YOU DOMINATE YOUR
HEARING AID MARKET !
NOTHING HAPPENS UNTIL A SALE IS MADE...**

**IF YOU NEED HELP,
WE ARE HAPPY TO HELP YOU**

**JUST E-MAIL US:
GARYHEAR@AOL.COM**

OR

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

**LET'S BECOME THE MAJOR PLAYER IN
YOUR MARKET AREA**