

39.

**OUTLINE OF EVENTS
FOR
THE FORMAL SALES PROCESS**

*This training manuscript represents the logical flow of events
NECESSARY IN TODAY'S MODERN
sales process.*

*Each step MUST be completed before the next step is
attempted. There must be a specialized agreement called a
"trial close"
after each step.*

**THIS PROCESS IS NOT THE ABBREVIATED
PRESENTATION YOU WOULD USE
IN AN OPEN HOUSE PROMOTIONAL EVENT**

Each sale is a process. There must be a strategy and tactic for you to follow. This formal sale process includes three different tools used simultaneously for you to generate a successful presentation.

**THE 19 STEPS IN THE
"START TO FINISH PROCESS"
ARE PRESENTED TO YOU
IN DETAIL.**

**THE 4 PHASES OF THE SALES ARE
CLEARLY OUTLINED FOR YOU.**

**YOUR TRIAL CLOSE AND FOLLOW THROUGH
USING OUR PROGRAM
WILL BECOME
A VERY SMOOTH PROCEDURE.**

**Our closing demonstration will instill trust and confidence
in the prospect so that the final close can begin !**

***THIS TRAINING MANUSCRIPT IS A
"MUST READ !"***

**SHOULD YOU HAVE ANY DIFFICULTY
OR
should you have questions
with the formal sales procedure...**

PLEASE DO NOT HESITATE TO CALL !

***ALWAYS REMEMBER
WE ARE HERE TO HELP YOU !***

**IF YOU HAVE ANY QUESTIONS
OR NEED HELP...**

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

OR

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