

40.

***PATIENT PROTOCOL
REFERENCE
SUMMARY OF SALES PROCESS***

**THIS IS A SHORT STEP BY STEP REFERENCE SUMMARY
OF WHAT STEPS ARE NECESSARY
TO COMPLETE THE SALE
FROM START TO FINISH**

**This 19 station process is necessary to generate
a "strong sale" for you.**

**The detailed, in-depth version is to be found in "OUTLINE
OF THE SALE, THE FORMAL SALES PROCESS." Manuscript #40**

**This presentation is just the desk reference you can keep
under your audiometer for strategic reference through your
sales interview.**

**After reading the sequence of events, in
reference form, please do not
hesitate to contact us if you
have questions:**

**YOU CAN CONTACT US AT:
GARYHEAR@AOL.COM**

OR

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

WE ARE GLAD TO HELP YOU !