

47.

**SALES TRAINING
~ THE SILENT SALESMAN ~**

***THIS IS A GENERAL OVERVIEW OF THE PERCEPTION
THAT THE PROSPECTIVE PATIENT HAS
OF YOU AND YOUR OFFICE.***

***What makes him "think" that he wants to
do business with you?
What makes him "think" that you
deserve his money ?***

***All hearing aids have to be sold or dispensed by
"someone." Knowing this fact, why should that prospect
"hire" you to do the "job?"***

***THIS IS A PRESENTATION
OF THOSE STRONGLY RECOMMENDED CONSIDERATIONS
YOU SHOULD GENERATE IN THE SILENT SALE.***

***We present the many different
visual and silent demonstrations
for the silent salesman.***

The long list of features our silent salesman offers are individually identified and explained. This presentation is what you will use as a guideline for your office and staff.

**THE OBJECTIVE HERE IS TO HELP YOU SELL
BY MAKING YOUR ENTIRE PROGRAM APPEALING,
AND QUALIFYING YOU**

TO

**BECOME THAT PROSPECTS PRIMARY
HEARING AID DISPENSER.**

**IF YOU HAVE QUESTIONS
OR
NEED SUGGESTIONS, PLEASE BE COMFORTABLE TO**

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

OR

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

LETS DOMINATE YOUR MARKET !