

48.

**SATURATION POINTS
~ OVERSELLING ~**

***DURING ANY SALES INTERVIEW, YOU HAVE THE OPPORTUNITY
TO HIT AN "INFORMATION SATURATION POINT."***

***WE DEFINE THIS POINT
AS
THAT INSTANCE IN THE PRESENTATION
WHEN THE PROSPECT STARTS TO "DRIFT" AWAY
BECAUSE OF TOO MUCH INFORMATION.***

***At this point the anchor of your presentation loses its
foothold. Too much technical or general unfamiliar information
has been presented and the prospect cannot digest the
quantity.***

***AT THIS POINT YOU ARE DEAD
IN THE WATER !***

**MOST SALESPEOPLE TALK THEMSELVES OUT OF THE SALE
AND
DO NOT EVEN REALIZE IT !**

**We explain in detail, why and how the prospect "mentally
escapes" your presentation. We also show you where this is
most likely to occur in your sales interview.**

**WE TELL YOU WHAT TO DO
WHEN THE SALES AGREEMENT IS
CONFIRMED.**

*We explain the momentum process how to finish up the
close for this particular phase.*

THIS IS AN ALL IMPORTANT READ !

**SHOULD YOU NEED HELP WITH ANY OF THIS,
OR IF YOU HAVE QUESTIONS
PLEASE CONTACT US**

*Just call us at:
210 - 896 - 3030*

OR

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

This is a very very important section !

KNOW WHEN YOU ARE TALKING YOURSELF OUT OF THE SALE !