

**49. SEQUENCE OF EVENTS
IN THE
HEARING EVALUATION**

**THIS SALES OUTLINE ALSO INCLUDES
THE ALL IMPORTANT
FOUR PHASES OF EVERY SALE**

This "four phases of every sale," portion is outlined as reference throughout this manual. This writing is designed as a general overview of that process necessary to complete a sale.

**NOT ONLY DO WE GUIDE YOU
THROUGH EACH PHASE OF THE PRESENTATION,
WE ALSO TELL YOU HOW MUCH TIME TO SPEND
IN EACH PHASE.**

Our objective here is to insure that you do not supersaturate the prospect with information and cause him to "drift" away from your interview.

IN SUMMARY WHAT IS PRESENTED HERE IS:

**THE SEQUENCE OF EVENTS IN THE SALE
AND
THE FOUR PHASES OF THE SALE SUPERIMPOSED OVER
THE SEQUENCE OF THAT SALE.**

This quick reference outline is a wonderful way to keep your presentation on track in a timely manor.

This outline is designed to help you conclude the sales process without any chance of "walking," the prospect.

**THIS HUGELY IMPORTANT
OUTLINE SHOULD BE USED AS YOUR REFERENCE
TO CLOSE YOUR PROSPECT.**

If you need help or have any questions, please feel comfortable to contact us.

*Just call:
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OR

*Just e-mail us at:
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THIS IS A MUST READ !!!