

51.

**SOLUTIONS PHASE
OF THE SALE**

***MOST DISPENSERS HAVE DIFFICULTY
ACTUALLY CLOSING
THE SALE.***

Regarding that close, most consultants actually "let it happen" rather than "make it happen."

***FINDING THE APPROPRIATE SOLUTION
MAKES THIS CLOSING PROCESS
VERY EASY TO FOLLOW.***

The conclusion to the sale should be very obvious to the prospect, when you use our newly developed sales program.

At the discovery state, the problems should have been clearly identified and noted. Your closing process will incorporate these problem areas and our demonstrations will finalize the agreement, for hearing help.

***DEMONSTRATIONS
INSURE THAT THE OBJECTIONS
ARE CORRECTLY ANSWERED.***

We present the appropriate demonstrations for you to use when either closing the sale or answering an objection.

***YOUR OBJECTIVE IS TO CREATE
A PATIENT FOR LIFE.***

***THIS PERSON WILL BE A WONDERFUL
SOURCE OF REFERRALS WHEN
HANDLED PROPERLY***

We can train you and your staff in your office with an open house. We will generate the advertising for you and you are welcome to use it after we finish the weeks training program.

***IF YOU WISH TO HAVE MORE INFORMATION
OR YOU HAVE QUESTIONS***

***PLEASE READ THIS SECTION FOR MORE
DETAILED TRAINING.***

***QUESTIONS ARE ALWAYS WELCOME
JUST CONTACT US AT:***

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

OR

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

We are so happy to help you !