

**6. DISCOVERY PHASE QUESTIONS  
AND ANSWERS  
THAT QUALIFY A PROSPECT**

This is your series of, "Post closing," trial closes that are presented sequentially and are critical in the second phase of your sales interview.

Prospect resistance to your presentation will be hugely reduced through properly positioned statements that place both you and the prospect in the "Neutral position."

The assumptive close is your objective in the attitude you wish to create during a prospect interview. The prospect is positioned to "assume" that you will help solve the hearing problem. These questions are presented easily when done correctly.

Your ability to identify the correct path through questioning in your interview is where your expertise is mandatory. Done correctly you will reduce the dreaded,

"I'll think about it..."

or ...

"It costs too much !"

**We are so happy to help you with this presentation !  
Just ask if you have questions:**

**Please call:  
210 - 896 - 3030**

**OR**

**E-Mail us at:  
[GARYHEAR@AOL.COM](mailto:GARYHEAR@AOL.COM)**