


STEP 1  **Confirm, Arrive, Warm-Up**

Tell About **Company, Yourself & The Agenda**

Establish Rapport
 Establish **Credibility**
 Set the **Agenda**

STEP 2  **Customer Survey**

Ask **Questions**
Visit Rooms as Needed

Build & Lock-In Accomplish List with Customer

STEP 3  **Attic Inspection**


Measure/Photos
 Decide on **Solutions**
AtticPro

Inspect for **Accomplish List** Items
Duct and Infrared Tour for One

STEP 4  **Customer Tour**


Show What's Causing Their Problems and Link to Their Accomplish List

Masterful Explanations
 "Can You See How..."

STEP 5  **Presentation**


Review **Accomplish List**
Link Book of Solutions to each **Accomplish List** Item

Show - Tell - Ask Questions

STEP 6  **Close**


Ask for Business

Closing Trail

STEP 7  **Print Proposal, Review, Close**

Present Folder with **Book of Solutions Treatments**
 Continue to **Close/Handle Objections**

Take Pressure Off the Situation

STEP 8  **Follow-Up**

Follow-Up Enthusiastically on All Unsold Proposals

Phone Calls, Revisits, Emails
Follow-Up System