

MAX PROFIT SELLING



"This class taught me that I am marketing home comfort not just selling heating and cooling equipment."

Paul B.
New Richmond, OH

TESTIMONIALS

- ✓ **Alicia N. (Clayton, NC):** This program provides a great guide to follow that I can personalize to my customers. It also shows you how to fully explain the products, your company, and the value to the customer.
- ✓ **Daniel P. (Aurora, Ontario):** This is a very complete process. It allows us to check and measure the success of our time with the customer and serves as a guide so we don't miss any information.
- ✓ **Marc D. (Victoria, British Columbia):** I learned how to prepare for a sale and how to be prepared for questions the customer will ask. And I saw what an effective sale looks like.
- ✓ **Chris A. (Duncan, British Columbia):** This is a great way to offer the customers what their looking for and an easy way to break things down.

"This class has taught me how to get at the heart of the problem and show the customer you care."

Marcus R.
Garner, NC

TESTIMONIALS

- ✓ **Mike L. (Hampton, VA):** This class provided me with the tools and the confidence to approach the customer knowing I'm offering the best solution for their concerns.
- ✓ **Michael W. (Sugar Hill, GA):** This program gives me the ability to do better work, sales, and customer care. This will help my company to build a base and set a standard that is above other companies in our area.
- ✓ **John H. (Houston, TX):** This class will help me be more confident offering high-end products and help separate me from my competition.
- ✓ **Donald D. (Houston, TX):** This is my second time attending this class and it's been very helpful. I sell more now using the Comfort Concerns List because I can make sure I address all the customer's needs.