



# FOCUS on FINANCING

*“The process allows me to offer financing more effectively and clearly.”*

Donna K.  
Knoxville, TN

## TESTIMONIALS

- ✓ **David E. (Clayton, NC):** This program will help you gain an understanding of how to position financing into your sales process allowing you to up sell or provide an accurate monthly payment to help close the sale.
- ✓ **Jason H. (Stockbridge, GA):** I now have a better understanding of strategic techniques to show customers that financing is a great option.
- ✓ **Russ M. (Knightdale, NC):** This class shows you how to offer financing to every potential customer and makes you confident to cover the cost of financing correctly.
- ✓ **David S. (Wilmington, NC):** The class will help you achieve higher average sales by separating you from your competition, by helping you compete against the low-cost operators, and by giving your customers more options.

*“I didn’t have a grasp on financing before, but now I do. Now I can effectively use financing as a selling tool.”*

Chris D.  
Hampton, SC

- ✓ **Marcus V. (Hampton, VA):** This program gives me the needed tools to overcome any issues with financing at the kitchen table!
- ✓ **Drew W. (Sugar Hill, GA):** I thought this class was very informative and beneficial. I’ll be able to sell more by being able to offer different financing options to my customers. I’ll become more competitive and affordable with my pricing.
- ✓ **David G. (Oakwood, GA):** The financing program helped me to figure out how to get the financing steps I needed to put into action on my proposal.
- ✓ **Stephen J. (Garner, NC):** After this class, I want to always offer financing as an option, involve techs with financing options and selling appointments, and make sure all people with customer contact are involved and informed.

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