No-Pressure Selling®

Conversation with a Friend

Kitchen Table

In-home Survey

Discovering Opportunities

1. Comfort Concerns List©
2. Survey (*with customer*)
3. Load Calculation

Quiet Time/ Company Profile

Present Benefits

Review "You Said"

Kitchen Table

Me	Company
Comfort System	Installation

2 MQ

Gain Commitment

2 Magic Questions

- Is this the type of **system** you're looking for?
- Can you see how you and your family get all the benefits **you said** you wanted?

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