

Asking for the Order

As Airtime 500 companies or One Hour Air Conditioning companies it is our goal to achieve a one call close. In order to maximize your opportunity to achieve this there are certain things you need to accomplish.

1. Follow the Sales Process
2. Use SPS1 or SPS2
3. Know every call is a selling call

Do not become a professional visitor. People have been taught to be cautious of in home salesmen, they have been taught to not make decisions the first night, and they have been taught to get other bids. Your level of professionalism, your credibility and your ability to instill confidence and belief into the homeowner will allow you to assist them in making the decision the first night.

Remember: You get paid for getting the order not visiting and informing.

You need to understand that selling heating and air conditioning that this business is a _____ close business! That's right there is a close every single night!!

1. Your homeowner closes you on why not Or
2. You get the _____.