



THE NEW “MATTRESS ACADEMY” THAT’LL EXPLODE YOUR SALES!

If you own or manage a furniture store that sells mattresses too, this program will dramatically **increase store sales**, with just customers that are **already coming into your store**! Your salespeople will be **eager to listen to this 57-minute audio lesson often**, and frequently review its **2 accompanying Laminates**. Why? They’ll definitely realize it’s **“money in the bank!”** Witness some of the empowering insights they’ll learn!

Highlights!

How to **sell a mattress to someone not looking for one** • How to capitalize on the **2 big “Sleep Revolutions”** • Learn the great **new way to present mattresses** • The **one question** that makes everyone want to **test a new mattress** • How to spot a customer’s exact sleep problem **just by observing them** • The one thing it always takes to **“seal the deal”** • How to effectively manage all the **“key turning points”** in every mattress demonstration • How to **“sell on emotion”** rather than logic • **2 magical closes** that nearly always get the job done! • The **most important** part of the sale - **It’s not what you think!** • How **you** may be the **most important person** they’ve met in years • How to make all your customers a **walking ambassador** for you • What it is you **really do for a living!** • The customer **“disconnect”** that’ll make you a **fortune!** • **“How”** and **“why”** to **close** them in the **“zone”** • much more!

Pricing and Availability

This 57- minute audio CD and its accompanying 2 Training Laminates are just \$59.99. The audio is available on MP3 flash drive instead for just \$69.99 with both Laminates included. S/H is free (U.S. only). Quantity discounts available.

Make checks or money orders payable to HSM Publishing, P.O. Box 1933, Highland, IN 46322. Include your name, mailing address, and email! Allow 2-4 weeks for delivery. For more info contact Scott Morris at: hsm7777@att.net

Visit: TheBestFurnitureSalesEver.com

For Information About Scott & All His
Furniture & Mattress Sales Training Programs!

