

Ways to Ask for the Sale –

To be used at the end of the Fulfillment stage of the appointment

1. Would you like to go ahead with the order today?
2. Let's go ahead and take ear mold impressions...follow me this way....
3. If you don't have any other questions, the next step is to fill the prescription.
4. Now is the time to give it a try. Any questions?
5. Which of the two options I described would be your first choice?

Table 3. Examples of ways to ask for the sale.