



FIND OUT MORE!



FOCUS ON FINANCING 2017

DATES AVAILABLE NATIONWIDE
CALL FOR DETAILS

An interactive workshop designed to increase profits by developing your ability to confidently offer financing at the kitchen table.

64% of Americans Have Less Than \$1,000 in Savings*

What does this mean for you?

They would have to borrow from friends/family, use credit cards, or finance a major home repair. Not offering a monthly payment option on every proposal could be instantly eliminating more than half of your potential customers.

*July 2011 survey by the National Foundation for Credit Counseling

Eliminate Multiple Calls to the Office

Speed up the sales process and eliminate the need for multiple calls back to the office by giving consultants the ability to quickly and confidently calculate and re-calculate estimated monthly investment at the kitchen table based on what the customer says they want/don't want.

Take on Low Priced Competition With Financing

Consultants will leave class with the skills and tools to show Mr. and Mrs. Jones that buying a premium comfort system from your company gives them comfort they're asking for and at the same time costs significantly less to own with your reduced rate financing.

Eliminate the "I Can't Afford It" Objection

In a tough economy, affordability is more important. When you effectively offer financing at the kitchen table, a funny thing happens. Homeowners will start taking advantage of it. Participants leave class ready to eliminate affordability objections by offering reduced rate financing coupled with the Estimated Energy Savings®.



FAX COMPLETED FORM TO (602)-216-2148

PLEASE SEND MORE INFORMATION: AVAILABLE CLASSES IN MY AREA. AVAILABLE CLASSES NATIONWIDE

INVESTMENT: INCLUDES 1 DAY OF TRAINING, BREAKFAST, SNACKS AND LUNCH.

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