

The Art of Closing the Sale

- Mind-Set

- Understanding What Customers Want

- Closing the Deal

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Fast Accurate and Professional

Sales Pricing and Management Solutions

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Quickly, write as many thoughts that come to mind under each category below...

Salesperson

Shopper

Executive

Wealth

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Thoughts

Our _____ Influence _____

Our _____ Influence _____

Our _____ Influence _____

Life is a direct reflection of the way we _____.

A Dream with a date becomes a goal.

A Goal broken into steps becomes a plan

A Plan backed by daily action makes Dreams come true...

Dream

Financial

Relationship

Health

Sales - Income
Retirement

Family - Friends
Community

Physical - Emotional
Spiritual

Goal

Plan

12-Month Sales Goal: \$ _____

***Divided By Average Sale ÷ _____

= Number of WINS! = _____

***Divide by Closing % ÷ _____

***= Number of Presentations = _____

1. Divide By NET Selling weeks ÷ _____

= Presentations per week = _____

÷ Divide by 5 days in a week ÷ 5 days in a week

***= Presentations per day = _____

Daily Action

Benchmarks:

Performance:

Notes:

Preso's /day: _____

Closing %: _____

Average Sale: _____

2. Daily Volume: _____

1- NET Selling weeks = 52 - vacation weeks - Holidays - Slowest weeks in year.

2. Daily Volume = Average sale x Closing % x Presentations per day.

12 Common Health and Safety Issues Created by HVAC system design flaws

Do you have anything in common with this list?

_____ Rooms that are difficult to heat or cool

_____ Uneven Temperatures

_____ Rooms that are too hot or cold

_____ Uncomfortable temperature or humidity before the thermostat turns on your system

_____ Excessive dust

_____ Allergy, Hay fever or asthma symptoms

_____ Humid during summer

_____ Dry during the winter

_____ Excessive Heating bills

_____ Excessive Cooling bills

_____ Noise from your system

_____ Dirt streaks or condensation

12 Common Health and Safety Issues Created by HVAC system design flaws

Do you have anything in common with this list?

_____ Which rooms are difficult to heat or cool

_____ Where do you feel uneven Temperatures

_____ Which Rooms are too hot or cold

_____ How uncomfortable is your home before the thermostat turns on your system?

_____ How often do you have to dust?

_____ Who has Allergy, Hay fever or asthma symptoms?

_____ How humid is your home during summer?

_____ How dry is your home during the winter?

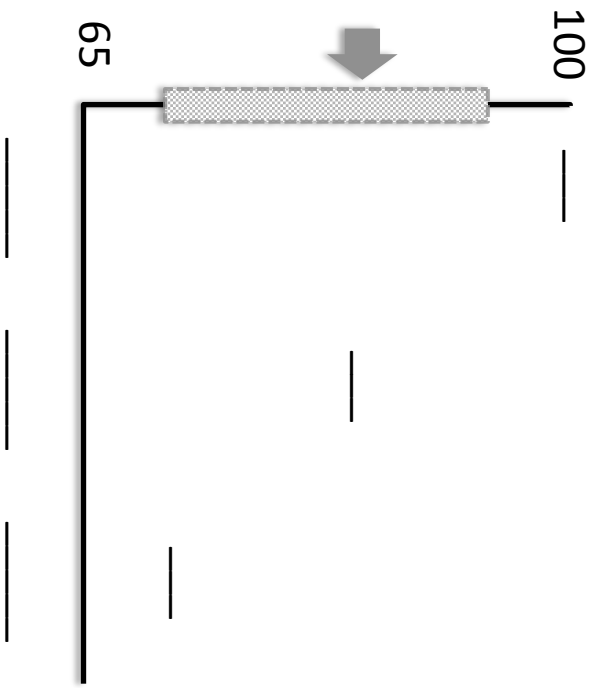
_____ What was your highest Heating bill?

_____ What was your highest Cooling bill?

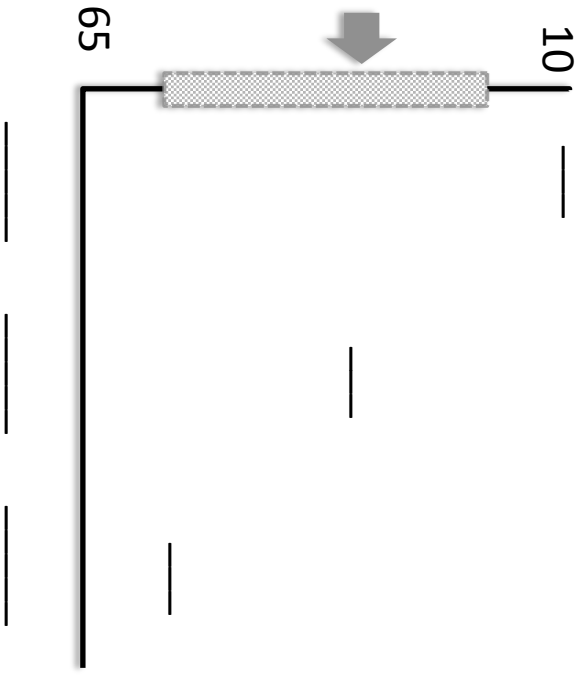
_____ How noisy is your system?

_____ Where do you notice dirt or condensation?

Air Conditioning Technology

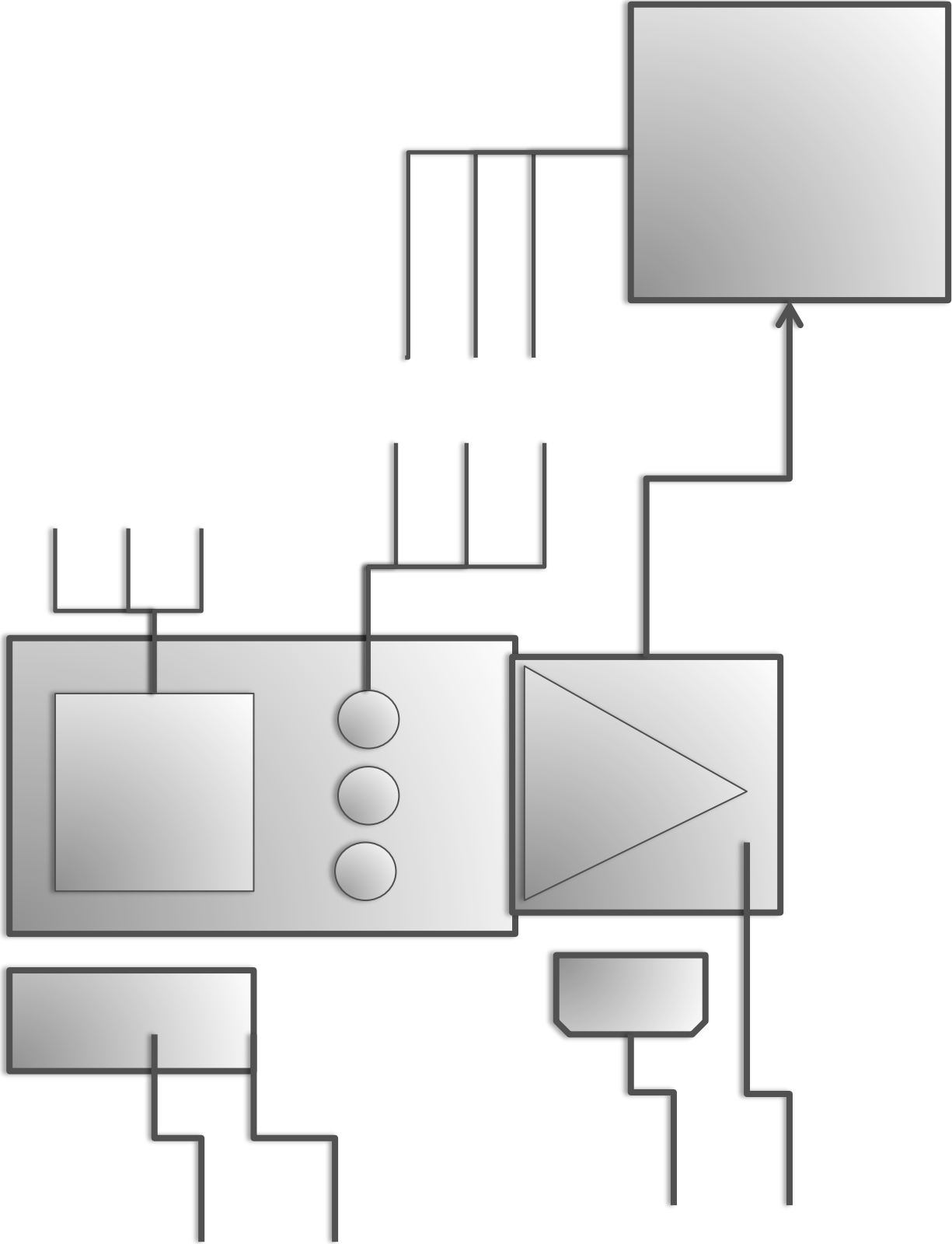


Heating Technology



Blower Technology

A grid of six horizontal lines, with a shaded box containing the text "Blower Technology" on the right side.



Name _____

Date _____

Address: _____

Goals ***Heating Size** ***Cooling Size**

System *Features	Best	Better	Good	Base
Variable Speed Airflow	_____	_____	_____	_____
Variable A/C	_____	_____	_____	_____
Modulating Heat	_____	_____	_____	_____
Humidity Control	_____	_____	_____	_____
Air Filtration	_____	_____	_____	_____
Air Purification	_____	_____	_____	_____
Low noise levels	_____	_____	_____	_____
Low operating cost	_____	_____	_____	_____
Low cost to own	_____	_____	_____	_____
Communicating stat	_____	_____	_____	_____
Wi Fi access	_____	_____	_____	_____
_____	_____	_____	_____	_____

Price: _____

Payment Solutions: _____

***Additional Work**