

# *The Art of Closing the Sale*

- Mind-Set
  
- Understanding What Customers Want
  
- Closing the Deal

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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 - Emotiona  
Spiritual

**Goal**

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**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?

# Indoor Air Quality

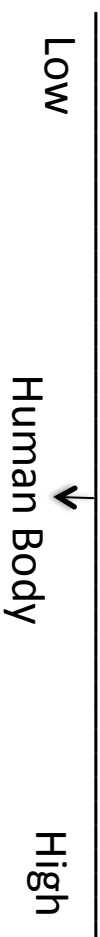
What we manage

How we manage them

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

1. \_\_\_\_\_

M.E.R.V. \_\_\_\_\_



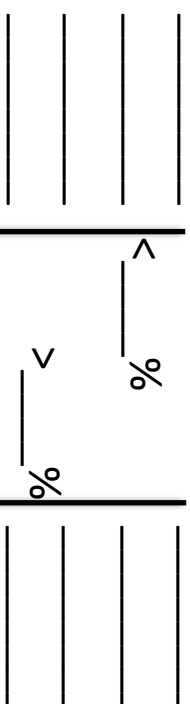
- \_\_\_\_\_
- \_\_\_\_\_

How it works:

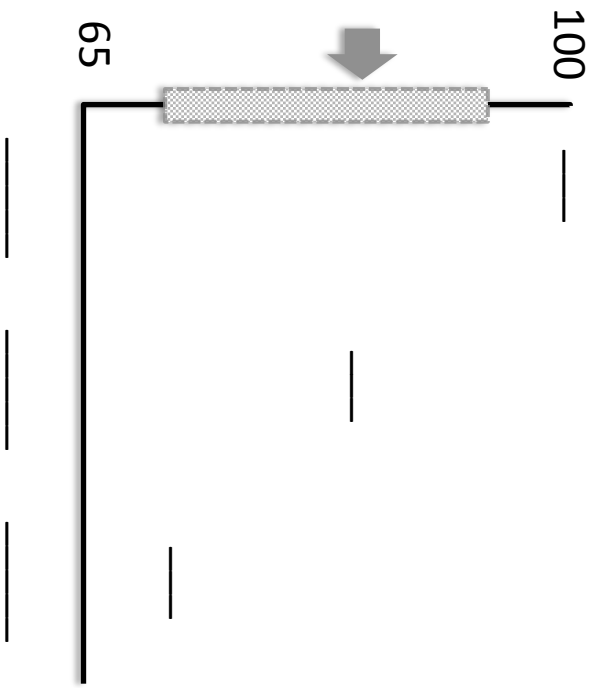
2. \_\_\_\_\_

- \_\_\_\_\_

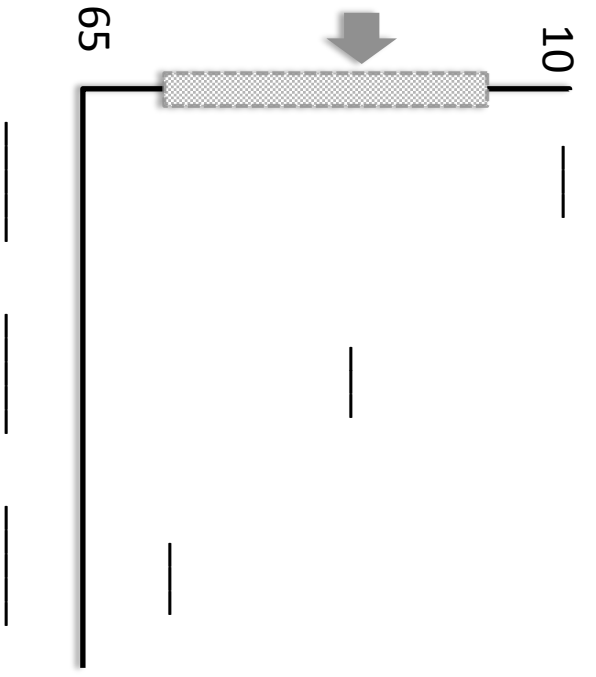
3. \_\_\_\_\_



### Air Conditioning Technology



### Heating Technology



Blower  
Technology



