

FACTORY MAINTENANCE

SCHEDULE - REQUIRED

MAINTENANCE

STEVE SHAW UNIVERSITY







# DRIVEWAY OBJECTIONS

1.		
2.		
3.		
4.		
5.		
6.		
8.		
9.		
10.		



# SALES

SELLING	
VS.	
BUYING	
WHICH IS BET	TTER?



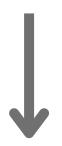
### BUYING MOTIVES

OF 0/0



### VALUE PROPOSITION

#### **VALUE MUST OVERCOME COST**



+ NEED = SALE



## **RECOMMEND**

#### WHAT HAPPENS WHEN YOU RECOMMEND SOMETHING?



DELETE

THE FACTS ARE, TH WHICH APPROACH	_	



### **QUARTER TIME**



## MAINTENANCE IN DRIVE

1.		
2.		



# **NOTES**

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### CONTACT

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