

# Selling Warranty:

No Fear we are \_\_\_\_\_! This is what we can tell our guests when we have \_\_\_\_\_ them the extended service plans.

People buy for one reason. They don't want to \_\_\_\_\_ the benefit.

You can save your guest a lot of \_\_\_\_\_ by selling them warranty.

Your presentation should include all the \_\_\_\_\_ that your warranty plan has to offer.

You are doing an \_\_\_\_\_ to your store and your guest if you do not \_\_\_\_\_ extended service plans.