

Selling Warranty:

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

People buy for one reason. They don't want to **lose** the benefit.

You can save your guest a lot of **money** by selling them warranty.

Your presentation should include all the **benefits** that your warranty plan has to offer.

You are doing an **injustice** to your store and your guest if you do not **sell** extended service plans.