

# LOCATION RECORD

*Close*

*Used when one of the two want the system and the other is hedging or doesn't want it.*

Take the Location Record form and place it between the two decision makers.

Look at, the husband and say: "Mr. \_\_\_\_\_ bear with me for a moment."

Now look at wife and say. "Mrs. \_\_\_\_\_ pretend like he's not here; he can't see you; he can't hear you; do you want one of these?"

(Wait for response.)

Obviously, she will say 'Yes.' At that point, remove the Location Record and look at the wife and say to her. "Tell him."

(If he says "no." now who is he saying 'No' to?)