

# THE HIGHER AUTHORITY

*Close*

“As I see it, the only problem I’m facing today is this one:  
You don’t really believe that everything I have told you is absolutely true.  
If you really believed me, you couldn’t say, ‘NO’ could you?”

Now say...  
“Pardon me for one moment.”

Grab your phone and start dialing your higher authority. While you are dialing say,  
“I am calling (name of your higher authority and position).”

For example:  
“I’m calling Lester Loveall, The President of Loveall Bedroom Products, Inc. He has a XYZ system, and I am sure that you have some questions you would like to ask him.”

When your higher authority answers the phone, you say,  
“Mr. \_\_\_\_\_, This is your (your name) with XYZ Security Company. I am with Mr. and Mrs. \_\_\_\_\_. They have some questions. Would you answer them please? Here is Mr/Mrs \_\_\_\_\_.”

(Now hand your potential clients the phone and step away.)