

B2 · BEGINNER COURSE

THE BUYER IN FRONT OF YOU

Your desk card — the dignity protocol and the read. Keep it where you work.

THE SIX WALLS

1. **LET THE BANKS DECIDE**
   Credit is never your call. Never promise an approval.
2. **NO NUMBERS WITHOUT AUTHORITY**
   No prices or numbers without the Chairman or the desk.
3. **9 TO 7, MONDAY TO SATURDAY**
   Customer work runs 9 AM–7 PM Eastern. No live customer is a practice rep.
4. **TRAINING BEFORE THE FLOOR**
   Learn the units, pass the course test, then work customers solo.
5. **MODELED ON THE BEST — ONLY US**
   We study the best. You represent nobody but this company.
6. **THE BUYER KEEPS HIS AUTONOMY**
   Pressure past trust is a failure. A clear decline is done.

YOUR FIRST TRACK — SAY IT WORD FOR WORD

You're not the first person to sit in that chair with that worry — not even today. Here's what we do: we find out what you need, and we put your situation in front of the banks straight. They decide. We don't judge it.

YOUR TWO STORES

GOSHEN
1914 Lincolnway East, Goshen, IN
(574) 500-2929
Mon–Fri 9 AM–8 PM · Sat 9 AM–5 PM
Closed Sunday

FORT WAYNE
4910 Lima Road, Fort Wayne, IN
(260) 212-1111
Mon–Sat 9 AM–8 PM
Closed Sunday