

Hearing Aid Evaluation Review

Name: _____

Date: _____

Did they end up purchasing? Yes / No

Model: _____ Price: _____

What were their objections?

1. _____

2. _____

3. _____

How did you respond to their objections? How were they received?

What were their non-verbal cues? Did they affect your presentation? If so, how?

Did you come across confident and professional? Yes / No

In what areas could you have sounded more confident?

If you could go back, what would you do differently to have a more positive outcome?
