

[How To Budget and Predict Future Sales](#) Dec 13, 2009 **Do you ever wonder what sales will be next month?
Do you wonder why sales fell off this or last month?**

You can very accurately understand why sales have gone up or down and predict futures sales from your inventory. This video discusses what you can do to control your sales levels, how to budget sales and know when your salespeople have sold all they can with the inventory you currently have.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts.

[How to Increase Sales by Controlling the Phone Conversation](#) Dec 13, 2007

Selling parts can be as easy as asking the right questions. This video discusses how to control the phone call and close more sales. Your sales staff needs to see this video to learn just how easy it is to sell parts. The way you handle phone calls may never be the same after you see how easy it is to sell recycled parts.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts.

[How to Sell Extended Warranties and Make Money Doing It](#) Dec 13, 2007

Extended Warranties are changing both the way we take care of our customers and increasing our bottom line profits. With net profits of 40-60% you cannot afford to miss out on this system. This video by industry expert Jim Counts covers the reason you want to sell extended warranties, how to sell them and how to honor the claims when you have a product fail. You can use this information to have a company meeting to explain the system or set in the comfort of your home and learn how to give the best warranty in town at the same time you increase your profits.

Click on the title and then the "here" in the red box which will appear to view this video by Jim Counts and download the manual.