



**The Grandmother  
Philosophy™**

**G**reet Every Customer Immediately.

**R**ead Body Language.

**A**ttitude is Everything.

**N**ever Prejudge.

**D**o Unto Others as They Want Done Unto.

**M**ake an Impression that will Last a Lifetime.

**O**wn Your Products.

**T**hink Like a Salesperson.

**H**onesty, Honesty, Honesty.

**E**veryone is a Potential Customer.

**R**emember to

*“Treat Every Customer Like You  
Would Treat your Own Grandmother.”*