

Sometimes the best surprises are hidden away. Find them here.

OUR SHOP WINDOW

Advertising Feature



Selling long-term relationships

When Donna Bonus first became a clinician the hardest hat she found to wear was the 'selling' hat.

The process of carrying out a hearing test, diagnosing a hearing problem – be it from ear disease, industrial noise, congenital or simply age – was a hat worn easily.

Showing empathy and having compassion is something that comes naturally to Donna. However, then she has to say, "The solution to your communication problems is to purchase a hearing aid and that will cost you money."

Donna is now very comfortable wearing her sales hat, because her customers often comment on the value they receive.

Bonus Hearing doesn't just sell hearing aids, it sells relationships too.

What does that mean?

At Bonus Hearing, the clinicians don't fit and forget you.

They fit clients and then look after them. They nurture their customers and monitor their progress, providing annual check-ups and regular calls to check if

all is OK.

The staff send clients birthday cards, invite them to pop in any time for a cuppa and send out information on anything that is new on the market.

When you purchase a hearing aid, the person you purchase from should be someone you trust and can rely on to continue to look after you.

That is what Bonus Hearing is striving to achieve.

When you lose your hearing it is often a very slow and gradual process.

So adjusting to life with hearing aids is a slow and gradual process.

Bonus Hearing is there for the long haul and supports its customers in every way.

So if you think you would rather invest in a relationship contact them now.

Or why not pop in for a cuppa and some bikkies.

The team would love to meet you.

Phone Bonus Hearing on 1800 245 880 or 4423 3855 or visit the website www.bonushearing.com.au

Audiometrists Jodie Stewart and owner Donna Bonus can do much more than fit you with a hearing aid.

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