** CLOSING CHEAT SHEET **

**Trial close**

* How does that sound to you?
* Does that meet your requirements?

**Direct close**

* Do you want to go ahead?
* Shall we proceed with the order?
* May I count on your business?

**Assumptive Close**

* When shall we deliver it?
* Will 20 cases be enough?
* Are you paying for that by card?

**Alternative Close**

* Would you prefer the red or the blue?
* Do you want the small or the medium size?
* Do you prefer Option A or Option B?

**Conditional Close**

* If I ring the factory and they have a red one, will you go ahead today?
* If I can train all your staff, will you take this package?
* If I can get you finance, will you choose the premium version?

**Columbo Close**

* Just one more thing…..why wasn’t I successful today?

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