

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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