

RSS #9
10 Points

Name: _____

CLOSING
READY-SET-SELL

Product or Service: _____ **Customer:** _____

TRIAL CLOSE – Formulate a question that you might use to help you determine whether or not your prospect is willing and ready to buy.

CLOSE – In a conversational format, prepare a Special Features close and a choice close that will be appropriate for your sales presentation.

Special Features Close

Choice Close
