

Example Closing Options

After all the marketing and sales preparation, you do need to gain commitment from your customer to proceed.

Remember it's okay to ask for the sale

"It seems the product seems a good fit for your company – what do you think?"

"In your opinion, does what I'm offering solve your problem?"

"What happens next?"

"Would you prefer one box or two?"

"How would you prefer to pay – cash or card?"

"So when would you like us to deliver?"

"We can start next week – shall I pencil it it?"

"If I can deliver xx for yy price, do we have an agreement?"