

All about closings:  
**Just ask already!**



“Everything you need to know, but no one else will ever teach you.”

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# All about closings: Just ask already!

- **Get over your shyness. Ask for the order, Ask for their business, Ask for their trust!**
- **What is the worst thing that could possibly happen to you.?**
- **Your feelings might get hurt – you might get yelled at. Seriously – you will live!**
- **Also used with the alternative of choice – the three house close.**



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# All about closings: Just ask already!

## Ask for the listing.

- Can I get started today?
- The sooner we start – the sooner we get you happily moved Lets me get the paperwork.
- You need to discuss this – so why don't I step outside and start on the paperwork while you work out the details.

You know what they call “timid” salespeople – POOR!

- Important note – only after the “Magic Conversation”

*(Another episode to watch.)*

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All about closings:  
**The Types of Closes**



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# All about closings: The types of Closes

- Alternative of Choice ✓
- Tie Down ✓
- Porcupine ✓
- Questions are the answer – aka “in your opinion” ✓
- Trial Balloon ✓
- Trade –off aka sharp angle ✓
- Direct Order ✓
- Hat in Hand – aka “level with me” ✓
- Jump-shift – Switching topic ✓
- Assumptive ✓
- Defer and forget – aka “Let me make a note of that” ✓
- Just ask already! ✓
- Ben Franklin
- Last Resort
- “No - but I can get!” The most important close of all



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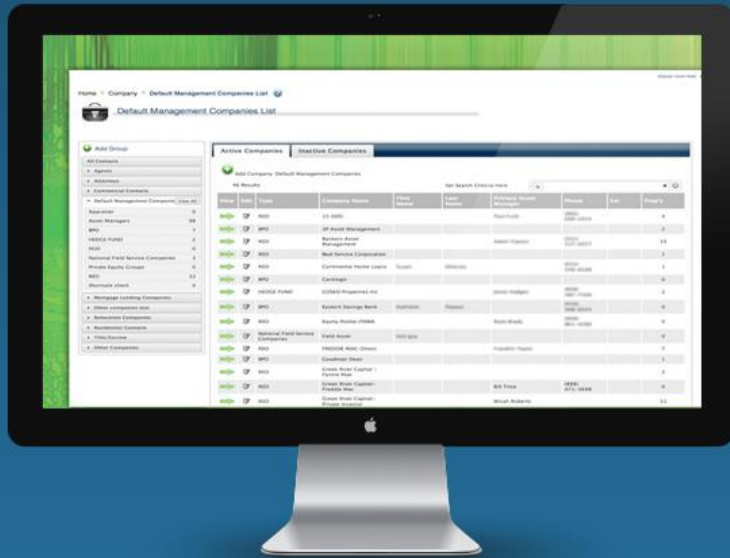


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