

Activity Sheet 11-A
Close:
Getting The Commitment & Order
Using “Trial Closes”

Develop a series of “Trial Closing” statements for either a product or service that you represent. Pick your two favorite or best moving products/services and two of your more difficult products/services to complete below. Share your completed responses with other sales professionals for feedback:

Remember: “Trial Closes” seek an opinion

ONE (Favorite) –

Product/Service: _____

Trial Close Question: _____

TWO (Favorite) –

Product/Service: _____

Trial Close Question: _____

ONE (Challenge) –

Product/Service: _____

Trial Close Question: _____

TWO (Challenge) –

Product/Service: _____

Trial Close Question: _____

Activity Sheet 11-B

Close:
Getting The Commitment & Order
Using “Closing-Order Questions”

Develop a series of “Closing-Order Questions” statements for either a product or service that you represent. Pick your two favorite or best moving products/services and two of your more difficult products/services to complete below. Share your completed responses with other sales professionals for feedback:

Remember: “Closing-Order Questions” seek a commitment

ONE (Favorite) –

Product/Service: _____

Trial Close Question: _____

TWO (Favorite) –

Product/Service: _____

Trial Close Question: _____

ONE (Challenge) –

Product/Service: _____

Trial Close Question: _____

TWO (Challenge) –

Product/Service: _____

Trial Close Question: _____

Activity Sheet 11-C
Close:
Getting The Commitment & Order
Using “Alternate Of Choice Close”

Develop a series of “Alternate Of Choice Close” statements for either a product or service that you represent. Pick your two favorite or best moving products/services and two of your more difficult products/services to complete below. Share your completed responses with other sales professionals for feedback:

Remember: “Alternate Of Choice Close” seeks to provide options

ONE (Favorite) –

Product/Service: _____

Trial Close Question: _____

TWO (Favorite) –

Product/Service: _____

Trial Close Question: _____

ONE (Challenge) –

Product/Service: _____

Trial Close Question: _____

TWO (Challenge) –

Product/Service: _____

Trial Close Question: _____

