

# ALWAYS BE CLOSING

Always Be Closing is nothing new. Don't be afraid to ask for the money and follow up several different ways on HOW you ask. Now, some lines I use are more aggressive than others so it's important to read your customer. Even switch up from a light to firm close.

**1. READY?**

**2. IS THIS THE WATCH YOU WANT?**

**3. SOUNDS GREAT, DO WE HAVE A DEAL?**

**4. IF YOU'RE READY TO GO I CAN THROW  
IN A \_\_\_\_\_**

**5. SOUND GOOD?**

**6. WANT IT?**

**7. LET'S DO THIS AT \$ \_\_\_\_\_**

**8. I CAN SHIP OUT TOMORROW. I USE FEDEX OVERNIGHT HOLD FOR PICK UP, WORK FOR YOU?**

**9. OK, YOU HAVE A DEAL AT \$\_\_\_. I PREFER PAY BY WIRE, HERE'S THE INFO**

**10. THIS CAN BE USED TO ASK FOR THE MONEY AND KEEP TRYING TO CLOSE. THIS IS MORE PRESSURE-BASED TACTIC SO USE IT CAREFULLY**

**A. HOW DO YOU PREFER TO PAY? ZELLE OKAY?**

**B. WOULD A WIRE BE EASIER?**

**C. SEND ME YOUR INFO SO I CAN WRITE UP THE INVOICE**

**Which Is Your Favorite?**