



ABC's

Always be CLOSING

The ABC's - ALWAYS BE CLOSING

You are in a phenomenal business that provides an amazing service that people need and want. Here are some simple tips that will assist you in closing out more of your prospects.

Always ask for the sale!

Begin with the end in mind. When you conduct a presentation or have a great business conversation regarding your business, make sure you ask your prospect to join you. Make sure that you ask for their partnership.

Understand You will miss out on 100% of the people you do not ask. You have not because you ask not.

Expect people to buy. Expect people to join

Some people might call this the Law of Attraction. Your prospect can sense your energy, either positive or negative. If you come across as desperate, unsure, or needy, they will know it. Be assumptive, act as if EVERYONE you talk to will buy or join.

Confidence is attractive to your prospect.

The three-way calls/close

Three-way calls are one of the most underutilized tools in the industry. Utilizing three-way calls is One of the best and most productive ways to close out your prospects. Three-way calls are great training for you, and a great way to close out your interested prospects. Utilize the expertise of your upline / senior leadership Let them close for you.

Take this opportunity to learn how to overcome objections, as an opportunity to see what questions your upline ask, how they close out the prospect.

The person that does the most Three-way calls with qualified and interested prospects. Will have the greatest results. Ask yourself how many Three-way phone calls have I done today?



Get your prospect saying yes

When doing a presentation or having a conversation regarding your business make sure that you engage with your prospects. Ask open-ended questions. Ex: "That makes sense doesn't it?"

Ideally, you want your prospect to say 'yes' 3-to 5 times before you ask for the close. Get the minor close leading up to the major close.

Don't use pressure or hype

When presenting your opportunity, share the facts, share accomplishments, and do not over sensationalize your business opportunity. No one likes it, plus, it makes you come across as an amateur.



Tell them WHY they should buy or join TODAY

When they join you what do they get? Do they get leadership, do they get support, systems, a track record of success? This is not the time to be overmodest, but assure them of the partnership, how THEY will BENEFIT if they join your team. After all, **people only care about what's in it for them.**

TIMING and POSITIONING / FOMO / Fear of loss

This is one of the best ways to close prospects on partnering up in business with you.

Suggestions:

- Highlight what the company has done
- What the company has accomplished.
- The vision of the company, where the company is going
- Recent promotions in your team

Share with them what exciting is happening within your organization and within the company. Share with them, that this is happening without them. Encourage them to get started.

Since it is going to happen anyway, to lock in their spot and get in the way.

Tell your prospect what to do next

You are the expert, act as a consultant, and make the suggestion telling them what "we" are going to do next. Again, be assumptive, assume that they are going to join you in the company.

"Hey Jim. I know this business would be a great fit for you, based on our conversation. The next step is to go ahead and get started, We are going to go to get you enrolled/started and get you set up.

It will only take a few minutes to get you up and running and on the road to achieving financial freedom. So, we are going to take just a few minutes to get you up and running. That makes sense, doesn't it?" So what is the correct spelling of your name?"



My final tip is to study closing

There are countless books, seminars, podcasts, YouTube training videos on how to close sales. Study and learn everything you can about closing. It will only benefit you.

