

SCOT'S CLOSING STATEMENTS

(Scot, OH – B.O.D Member)

TRY THE FOLLOWING CLOSING STATEMENTS, BUT BEWARE OF THE IMPORTANT NOTES BELOW ON HOW TO PROPERLY USE THESE:

My direct group has sources to a lot of information, how soon would you like that info?

I am working right now just to put on a few new people for my upcoming training... Are you considering becoming one of them??

I can try to hold a position for you, as I have many new potential members wanting to get started.

I would normally pass you down to my group, but right at the moment, I will train you, as I will only be able to pick 2 new members for each new trainee I take on.

I am only one person, I want to be effective for you, right now I will take the time to train you.

Any reason we can't get you started right now??

How soon can I get my training materials in your hands???

GREAT!! applies to all answers ... Great Great Great !!! then your follow up..
DO not STOP, Keep going....

DIRECT CLOSING STATEMENTS:

1. On a scale of 1 to 10 where are we with your level of interest in getting started???
(Proceed if a strong 7+ - STOP the process, if below a 7, send them for more info.)
2. Do you see where you can make money with Coastal Vacations???
(If YES proceed, NO Stop process, if wishy washy, send them to more info.)
3. Are you interested in making money with Coastal Vacations???
(If YES proceed, NO Stop process, if they are not a firm yes, send to more info.)
4. Kind of a stupid question at this point, but if you were ever gonna start making chunks of money in the amounts of \$3,000, \$7,000, & \$9,705 profits, when do you think would be a great time to start??????

KEY NOTES:

Do not move forward with closing statements, until it is the right time.

If any of the above questions are a NO, send them to get more info.

(Very Important)

If you proceed when they are not ready to be closed, there is a good chance you will lose them.

Remember, become an information tour guide, (Not, MR. or MRS. Pro sales person. The more you are a SALES person, the more they think that they can't do what you do).

Be amazed to see what happens to your bank account, when you follow this procedure the way it is written. I have averaged 3 to 13 sales a week for the last 3 years running, using this exact method. Plug more people into your pipe line always closing & watch your team grow.... Sincerely Scot, OH