

There Must Be 50 Ways To Close Your Customers

Many of us in the world of sales struggle to find the right words to use when closing the sale. This often emanates from our fear of asking for the business (and possibly being rejected) in the first place.

When you find yourself struggling to find the words... we recommend you think musically!

Why?

The musician Paul Simon once wrote a hit song titled: *"50 Ways to Leave Your Lover,"* but if he were a salesperson, he could pen a follow-up entitled, *"50 Ways to Close Your Customer,"* because there are at least that many ways to ask for the decision.

If you doubt there are that many ways to ask for the business, here are 50 to get you started.

50 Closes:

1. Shall I write this up?
2. How soon would you like it delivered/installed?
3. Should we get this ordered?
4. Would you like to go ahead with it?
5. Do you like it? Do you want it?
6. Is it a go?!
7. Let's do it.
8. Ready?
9. We can deliver/install this Tuesday or Friday. Which would be best?
10. How about this to go along with that?
11. Would you like me to order it in this color?
12. Would you like to move forward?
13. It suits you. Let's get it ordered.
14. Can you think of any reason not to go ahead with it?
15. How soon do you want it?
16. Let's look at our schedule.
17. Would you like to order the gray or the red? (fill in the combo)
18. Is there any reason to wait?
19. Let's write it up!

20. Why don't we write it up, pending your wife's final approval?
21. How soon do you want to be enjoying this?
22. Let's get it scheduled.
23. OK?
24. I've got one in this color in the warehouse; shall we put your name on it?
25. Let's wrap this up.
26. Is this the one?
27. Shall we make this a reality for you?
28. Would you like to take advantage of that special?
29. Shall I check with our delivery team?
30. Time for paperwork?
31. Well, what's the word?
32. (After giving the customer a moment) What have you folks decided?
33. (After giving the customer a moment) Good news I hope?!
34. You've got our best price on this, but I can offer this accessory for % off with purchase — how does that sound?
35. Why wait?
36. Don't you deserve it?
37. Time to complete the home with this?
38. Is it a yes?
39. Let's get you on the books!
40. Got your checkbook?
41. Would you like to finance it?
42. Will you be paying by cash or credit card?
43. Are we all set then?
44. Are we good to go?
45. Shall we?
46. Will you be taking it with you, or would you like delivery?
47. We deliver/install free of charge. Would you like us to set that up?
48. How about we get it installed/delivered by the weekend/timeline?
49. Big holiday weekend coming up, would you like it by then?
50. Why not do it today!!??

It may seem a bit funny, but if you are struggling to close, you may want to practice saying these closes out loud a few times.

Like anything else in life, the more you do it, the more confidence you will have. So practice and get ready ... because that next buying signal is likely just minutes away.