

Sales Closing Techniques



the now or never close

Drives urgency with a time-sensitive offer.



the unique offer close

Tailors the deal to a prospect's specific needs.



the alternative close

Simplifies decisions by offering two clear options.



the assumptive close

Confidently guides prospects toward the next step.



the sharp-angle close

Turns objections into buying reasons.



the puppy dog close

Provides a free trial for firsthand experience.

Building And Closing The Sale Proven Methods For Closing Sales

RJ Shavelson



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