

Closing

1. Best Practices
2. Transition
Body
Final, Final Close
3. Make a list of the components of the close
Put the components in order to create a closing outline
Write a mini script
4. Go into the presentation with a clear outcome
5. Mindset
I am not good at closing becomes:
I can get good at closing
I can become great at closing
I can become a master at closing
6. Apply CSI to Closing
Books
Audio books
Podcasts
Coach
YouTube
7. Scott Southall Story
Role Play
Practice
8. Go in with a plan – Sales Mountain
9. Go in with an objection-handling plan
10. Go in with a closing plan

Bonus Video – Dr. Moine Interview -

<https://www.youtube.com/watch?v=nk2L3hT5KNo>