



## 7 of my Best Closing Tips

1. Closing is a learned skill
2. You can get better at closing by applying CSI
3. Create a written outline for your close
4. Create a written script for your close
5. Ask for the order and be silent
6. Anticipate the objections you will get and have scripts for how to overcome the objections
7. People will buy today if you give them a reason to buy today

21 Module Closing Course - <https://youtu.be/YSItOO4t3A>

Mid Year Planning Class June 15 and June 17 at 3 pm pacific

To register go to <https://planningclass.com/>