

Module 9: Negotiation & Closing - Action Worksheet

Name: __ Date: __

Part 1: Closing Techniques

My go-to closing questions: 1. __ 2. __ 3. ____

Part 2: Trial Closes

Trial close questions I'll use: - "How does this sound so far?" - "Does this make sense?" - "Can you see this working for you?" - Custom: ____

Part 3: Negotiation Preparation

My walk-away point: __ My ideal outcome: __ My concessions: ____

Part 4: Closing Practice

This week's closing attempts:

Attempt 1: - Prospect: __ - Close used: __ - Result: ____

Attempt 2: - Prospect: __ - Close used: __ - Result: ____

Attempt 3: - Prospect: __ - Close used: __ - Result: ____

Commitment: I will always ask for the business.

Signature: __ Date: __