**Ways to “Close”**

1. **The Hard Close**

“Let’s meet”, “We should meet”

1. **The Direct Close**

“Can we meet today”, “Can we meet on Thursday at 3:30”

1. **The Soft Close**

“I’ve really enjoyed talking with you. Would you like to get together to

discuss this further?”

1. **The Indirect Close**

“Would it be okay if I got you information to look over and then we can meet to discuss?” “Would it be okay if I followed up with you next week about this”

1. **The Trial Close**

“Have we gone over enough today that meeting should be our next step?”

“Do you feel ready to move forward to the next step”

1. **The Assumptive Close**

“It sounds like we should meet. I am available most times this week, so what works best for you?” “The next step is for us to meet in person, how’s tomorrow at 2:00 pm?”

1. **The Negative-Positive Close**

“Would you be offended if I asked if we could meet to go over this?”

“Would you be offended if I emailed you some additional”

1. **The Take-Back Close**

“I’m not sure if I can be of help or not, but I’d like it if we could meet and find out”

1. **The Tie-Down Close**

“Wouldn’t it make sense for us to meet in the next week or so?”

1. **The Alternative-Choice Close**

“What works better for you, today after 4 pm or tomorrow at 2pm