

# THE GUARANTEE

*Close*

“Mr./Mrs. \_\_\_\_\_, you have convinced me. You obviously need time to think. Tell me, how much time will you need?” (Allow client to give you a specific time for making the decision.)

At that point, take a piece of paper and write the following statement on the paper:

“I, Mr. Mrs. \_\_\_\_\_, agree not to have a break-in or fire on or before (date specified).”

(You “Okay” it.)

Now ask:

“Mr./Mrs. \_\_\_\_\_, would you read and okay this?” (Now shut up - they obviously can’t and will say so.)

At this point you say,

“Then okay the order so that if it does happen, you will be protected.” (Do not wait go for the phone!)