

I'LL THINK IT OVER

Close

“Fine, then may I assume that you are seriously interested in protecting your family with a XYZ system.” (Let him respond.)

“Now. I know you are not telling me this just to get rid of me, so may I assume that you will give this decision your very careful consideration?” (Let him respond.)

“Just to clarify my thinking, what specifically is it that you want to think over? Is it whether or not you need what we discussed tonight?” (Response) “Is it my company?” (Response) “Is it me?” (Response)

“Is it the system - do you have any questions there?” (Response)

“Well, the only thing left to think about is the investment. Is that it?” (Response)

If you go all the way through the questions above with acceptance, then you merely say. “Well, it looks as though we have thought over everything together, haven't we?”

If any of the “Is it” questions are answered “Yes.” Stop. Go directly to the “CCICC” and close on it as the final objection.