

# SIREN CLOSE

## *Close*

“Mr./Mr, \_\_\_\_\_, you obviously need time to be alone. I know that there have been times when I’ve been in situations like yours where privacy is important. You need time to talk in private about your financial situation and the decision you are about to make.”

“Tell you what I’m going to do. I’m going to step outside and check for a place to mount your siren and let you two alone. “

(If no exterior Siren, then check again where the internet lines come in or what the exterior lighting situation is if it is dark. Some reason to get outside away from them).

“When I come back in, we’ll see what your decision is.”  
(At this point don’t stop walking - leave. walk out - leaving your demonstration kit, briefcase. everything! behind.)

Wait five to ten minutes, re-enter the home; walk directly to your clients, sit down and say:

“What did you come up with?”

Wait for their response; if none in five seconds, ask for the order and go for the phone. If they come up with an objection, go to the CCICC. Close on it as a final objection.