

YES, NO, MAYBE

Close

“Mr ./Mrs. _____ I wonder if you would do something for me?”

(Wait for response.)

“When I’m finished talking with you tonight. I want you to do me one favor. That is to make a decision. In doing that, you can do one of three things: Two of which would be okay and one wouldn’t be good for either of us.”

“The first thing you could do is say, ‘Yes,’ and frankly, I’d appreciate that - knowing I’d be able to protect your home and family. The second thing you could do is say, ‘No.’ and actually I could take a “no” as gracefully as a “yes,” but the third thing you could do, which wouldn’t be good for either of us would be to say, ‘Maybe’ or ‘I want to think about it.’”

“Would you do me that favor, just make a decision - .a simple ‘Yes’ or ‘No.’”

(Wait for response. Now continue with your presentation.)