

# 6 Sales Closing Questions

- 1 What else needs to happen for you to buy?
- 2 Taking everything into consideration, I think one of these two plans would work best for you. Would you like to go with [X] or [Y]?
- 3 Are you ready to implement [the product] at your company?
- 4 If we could find a way to deal with [objection], would you sign the contract on [set period in time]?
- 5 On a scale of 1-10, how confident are you that our product will meet your needs?
- 6 You mentioned needing a solution by [X date]. If you signed up by [Y date], I can guarantee we have enough time for training and implementation. How does that sound?

# Sales Questions That Close The Sale

**Tony Buzan, Richard Israel**



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