

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

Charles D. Brennan



Sales Questions That Close The Sale:

Sales Questions that Close the Sale Charles D. Brennan,1994 What s the best way for a salesperson to find out what a potential customer really needs Ask It sounds simple enough but many salespeople get so tangled up in nerves benefits hawking and making the pitch they forget to ask questions or to ask the right questions This unique book gives salespeople at all levels precise guidance for asking the right questions It shows them how to formulate questions that generate meaningful dialogue and uncover opportunities funnel a prospect from an opportunity to a sale determine a client s true motivation pace a conversation gain and keep client interest and maintain control of the conversation present solutions deal with a prospect who won t follow the script *Sales Questions That Close Every Deal: 1000 Field-Tested Questions to Increase Your Profits* Gerhard Gschwandtner,2006-09 Assembles more than 1 000 questions for different sales situation in various industries This book includes questions for handling openers objections closers and more It also includes a CD ROM to help readers customize their own questions **The 250 Sales Questions To Close The Deal** Stephan Schiffman,2005-04-01 Expert Q A that wins the deal every time The key to more sales is closing more deals and sales guru Stephan Schiffman knows all the tricks and techniques you need to do just that Organized in a simple question and answer format that allows you to implement new strategies virtually overnight this new Schiffman classic is a gold mine of practical information for all salespeople newcomers and veterans alike The 250 Sales Questions to Close the Deal offers cutting edge sales questions in six core areas to help you Initiate contact with prospective clients Build rapport with your customers Help secure the Next Step with every prospect Craft customized presentations Cope with setbacks or obstacles Negotiate and finalize the best deals No matter what you re selling or to whom you re selling it you ll sell more with Stephan Schiffman by your side **The Sales Pro: Think Like A Pro, Act Like A Pro, Sell Like A Pro** Paul Anderson,2017-03-08 The Sales Pro delivers advanced highly effective techniques in a format that is innovative original and powerful in its ability to be quickly and easily understood Interactive review exercises can be tailored to your own sales cycle and market and reveal the proven sales techniques of the highest paid professionals These include establishing results based objectives for every call and using open ended questions to move the sale forward Exercises reinforce how a sales pro Focuses on the law of numbers Completes customized and dynamic winning presentations Maneuvers customer objections Creates a platform that naturally leads to closing the sale Establishes differentiation to eliminate competition Positions customer buying criteria to close the sale Identifies major players influencers and decision makers Develops new business opportunities These proven strategies will transform you into a pro in no time **Ask The Sales Coach-Practical Answers to the Questions Sales People Ask** **Most** Susan A. Enns,2019-02-20 Contrary to the popular belief sales people don t rely on the gift of the gab to be successful Actually the opposite is true The best sales professionals spend far more time asking and listening than they do talking and selling They ask questions of their customers they ask questions of their colleagues and they ask questions of their managers

If Oxford defines curiosity as the strong desire to know or learn something then by that definition sales people are curious by nature In fact that s how sales professionals learn to be professional in the first place This is a collection of practical answers to questions sales people ask most Written by Susan A Enns a professional sales coach with a proven track record of sales excellence over her 30 plus year career Her accomplishments include consecutively being the top sales rep in Canada managing the top sales branch and achieving outstanding sales growth in a national channel sales organization She has written several books about sales and sales management and has created numerous automated sales tools Her work has been published in several locations numerous times and has sold on five separate continents As such over the years Susan has been asked many questions by many sales people After a while she saw that sales people regardless of their experience the products they sell the industries in which they operate or the countries where they sell all share similar curiosities In other words although the wording may be different when asked in an email or when asked in person sales people all ask the same questions the most common of which are answered in this ebook As the old saying goes the only stupid questions are the ones unasked As a sales professional you should never be afraid to Ask the Sales Coach because you will learn so much from the answers Susan really knows the selling world She s honest articulate bright giving highly competent personable and a top professional Welcome her It s the right thing to do Our company hired Susan as our sales coach She has helped me make more appointments close more deals and make more money The 3 most important concepts in sales I would recommend any sales force hire her to help boost business sales Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Susan knows her stuff She brings many years of great sales experience and success to anyone who wished to improve their skills in sales She is very personable and is not afraid to tell it like it is I would recommend anyone and I have to Susan her website her books if you want to become a better sales person Thanks for the training I made my quota this year in May *Sales Force Management* Gregory Rich,Rhett Epler,2024-09-25 Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era *The Organized Sales Plan* Randy A. Shuman,2022-05-04 Whether you are already in sales or you are thinking about a career in sales this book was written for you Regardless of what you sell or are thinking about selling you need to understand that most highly successful salespeople share two important attributes great organizational skills and they have a sales plan That s what The Organized Selling Plan is about There can be little doubt that whatever you sell you probably have great product knowledge and a good understanding of what your products and services can do to benefit your customers That s a given A salesperson who is not an expert about the product or service they re selling is destined to be a completely ineffective salesperson It is

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Sales Alchemy Chris Batten,2013-08 Sales Alchemy is designed for business owners employers employees business students and for that matter anyone looking to develop their understanding of business and interested in personal development and abilities to sell This book is about developing or reminding you of your sales skills and to help you develop some really great business traits For more we suggest you register with the site Zenny.com TM and join a group that will give you what you re looking for at the very least join the group associated with this book Sales Alchemy to connect with others learn more or share your own ideas and experiences It is my belief that everyone in business needs to sell from time to time and if you re a business leader selling skills are essential Understanding how to sell really well will enhance your communication skills grow your business and give you a means of earning a living for life It will also earn you many friends along the way Developing a business is part art and part science It s about many individual skills working in unison together It s about taking new knowledge and manipulating it to fit your style and character as well as the character of your business It s about your willingness to take heed of others learn the lessons use their experiences in conjunction with yours and about learning from your mistakes Better still learning from other people s mistakes that will save you time and money of that I am sure In this book we will look at many aspects of personal development in sales to assist you in your journey through business regardless of your level of experience or position for some it will be an introduction for others a timely reminder The book deals with selling from a holistic and consultative perspective and most of its content if applied can assist in both business and private life and will give you all the information and techniques you ll need to adapt your style take on new habits to leverage your success position and reputation Salesmanship And Sales Management Promod K Sahu,2003-11-01

Salesmanship today comprises a wide range of activities and constitutes an integral part of management This book presents the basic elements of the subject in a simplified and graded approach Maintaining the features of the earlier edition all the chapters of this edition are qualitatively updated The examples and illustrations in the book are drawn from realistic situations which help the reader develop winning confidence Marketing Communications Management Paul Copley,2007-03-30 Marketing Communications Management concepts and theories cases and practice makes critical reflections on the prime issues in integrated marketing communications and is designed to encourage the reader to stop and

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