



## Closing Techniques

### **One-Hour Workshop**

Our one-hour workshops are designed to instil a specific skill by the use of theory and then being reinforced by role-plays. Many clients purchase a package of workshops and run them weekly over a period of time.

Who should attend: Consultants, both new to the industry and experienced

### **The theory behind closing**

Why close? Why is it so difficult?

### **Closing Action Guides**

The process that gets you to the close; role-plays to reinforce the skills

### **The pre-close**

So what's the difference? What is a pre-close?

### **How to close**

Asking for the order/advert/business. When, why and how.