

THE CLOSING CHEAT SHEET

Now you've definitely shown that you're ready to take the steps to become a professional in network marketing. If we want...

Six Figure Income = We Must Have Six-Figure Skills!



This cheat sheet is some thing that you can print off. Use it prior to walking into home parties, one-on-ones, Zoom meetings... you name it! Anything where you want to focus on helping your prospect make a decision (after they have seen everything). I'm excited for you! So let's get into it!

What are Your Intentions?

When preparing to help the prospect sign up, we must have the proper intentions. If we come off with slimy salesman mentality, they will sniff you out a mile away! And it will not help you!

We're not here to pressure them, or to push them into anything they don't want to do. We are here to help them make the best decision for them and their family. And sometimes that means doing something different! In fact, most of the time! LOL! You may be just the person they are looking for! However often times they will have doubts, fears, or concerns. Your job is to help them overcome the things that are holding them back and help them become as successful as they want!

So after you've shown your prospect the presentation and they've got a chance to look at everything... Here are the five steps you want to go through.

The 5 Step Closing Sequence

The first thing you want to say after the finish watching or listening to the presentation is:

STEP
#1

“What did you like best about what you saw?”

Now your job here is to ask the question and *be quiet!* LOL! Your goal is to have them doing all the talking! The more they talk, the more you learn!

STEP
#2

“Tell me more about that?...”

This is your way of helping them talk more in detail about what they liked. If they say they like the business/product, you could ask “what exactly did you like about it?” or “what caught your attention about that?”

You are kind of priming them with a question that helps them to talk at length and give you more than a one word answer.

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Continued...

STEP
#3

“What do you see in this for yourself?”

This is a great question because it is almost like you are sticking a thermometer in to get their temperature. Like how HOT are they? LOL!

During this part some people will share big grandiose goals and others will be like “I just want to see how I do on the product”. This question will help you see where their vision is and help direct them to where they should go from here.

STEP
#4

“The Next Step is...”

This is where you tell them where the next step is... And make your recommendations for how they should get started.

STEP
#5

Fill Out the Application

You always, always, always want a paper app. Don't break the closing momentum by opening up a laptop and going to your website. Before you start the closing sequence you want to have your application and pen in hand. Then you can naturally flow to it and point out, showing exactly what you recommend when you get to that part. I normally do an assumptive close.

Example: “Hey Sally, so just to make sure I got everything right... (do a quick recap)... You were saying that you really liked what you saw because you were thinking about having to get a 2nd job and you see this as maybe something you could do bring in some extra income and also be able to see your kids. Is that right?”

--“Yes”

“Ok, well, based on everything you shared with me, the next step is...

You want to go head and get started on a “Launch Pack” (whatever the pack your recommendation is called). We will take you by the hand and help you. We have a step-by-step system that has worked for thousands of other people, and I know it can work for you too!

So Sally, what address do you want to use for your checks?”

Make sure you are pointing at the pack on the enrollment form and start filling in their address for them. That's It!

Next be sure to meet with them 24-48 hours later to help put a game plan in place to launch their business! Now you are off and running! Best of Success on your next presentation!