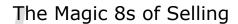


Presented by Tom Shay

The Magic 8s of Selling

Convert to sale -Repeat sale -Referral sale -Cross selling -Suggestive selling -Up selling -Add-on selling -Impulse selling -





The either/or closing -

The assumptive closing -

The reflective question closing -

The feel, felt, found closing -

The take-away closing -

The "ask-for-it" closing -

The relevant story closing -

The "What did I do wrong?" closing -