

Mastering Sales

1) Standing Room Only Close

Great demand, everybody wants it, popular place you seen this product

2) Best Time Close

No better time than right now

3) Artisan Close

Art and Craft Quality of products

4) Compliment Close

It looks good on you, be genuine with it, would be great for you, try it on

5) Concession Close

Free product as concession, offer a % off the asking price if you buy right now

Hints to help close the sale

Eye contact the entire time

Don't let them look away

Never turn your back to them, keep them engaged

Smile, be friendly, naturally happy, and super enthusiastic about the sale

Sing/yell/be loud to attract the clients

Only here for the day, it's a limited run

Genuine reason why should you buy it

Try the product, upsell when they are seriously interested trying on many products

If just looking, use other customer as bait by having them brag to him about it

Ask, how can I make you look/feel fabulous at this time or at a future date?