

A dark purple silhouette of a person's head and shoulders, with their hand resting on their chin in a thinking pose. The background is a gradient of purple and blue.

7 Figure

Closing Questions

C H E A T S H E E T

Here are two (2) very powerful “committing” questions followed by “clarifying” questions that will give you an unfair advantage.

When you choose to learn and embrace the “**New Model of Selling**” you’ll easily be able to reach a multiple six figure or even 7 figure yearly income.

At the **end of the sales process** when it’s time for your prospects to commit to taking the next step aka purchasing your solution, ask them...

Question #1:

“Do you feel like this could be the answer for you?”

Ask this question in a calm, collective tone. If you’ve handled the “engagement process” correctly you’ll find that 95% of your prospective customers will say “Yes it is”.

Question #2 - Part 1:

“Why do you feel like it is though?”

Ask this question in a calm, relaxed manner. By asking this type of question **you’re getting your prospects to dig deeper within themselves.**

This type of question goes way beyond the traditional surface questions that average salespeople ask. These questions are very powerful because not only do they (prospects) tell you why they feel your solution is right for them, but most importantly who are they telling?

They’re telling themselves **why your solution is exactly what they need.** When people tell you why they want to work with you, do you think it's more persuasive than you telling them they should work with you?

Then you will ask...

Question #2 - Part 2:

“Do you feel like this is something you can (Have/Do) that will get you where you're wanting to go?”

Ask this in a low key, calm manner. This is powerful because **it gets your prospects to program their own minds** to look at your offering as a long term solution, it's something that can get them where they are wanting to go.

Again...

The psychology behind asking the... *“Why do you feel like it is?”* question. Is so they are telling you AND themselves WHY it's right for them.

Start using these questions with your prospects and you'll see your sales numbers start climbing.

Want Help With Your Sales Process?

If you would like help with your sales process and learning more about “**the NEW Model of Selling**”, then [click here to find out more](#).



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Leading 7 Figure Sales Expert Reveals His **Little Known Proven SYSTEM** To BOOSTING Your
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