

Ask for the deal once, and then once more

Grant Cardone did some research on this subject. Most sales representatives don't even ask for the purchase once!

It is vital to ask for the close in any and every interaction.

If you think the prospect might buy? Ask for the close!

If you don't think the prospect will buy? What are you losing then by asking for the close? Ask for the close!

Put an effort in physically to get the deal done through all heavy weather!

Sometimes prospects will surprise you, and will buy if you ask them to make the purchase.

How you ask for the purchase matters only second to asking for the purchase.

You can do anything.

"If I offer this product to you at this price with this promises, what will you say?"

Or

"This is my offer, what do you think about it?"

Or

"I want to make this deal, how about you?"

Or

"Any reason not to move ahead with this purchase?"

Or

"If I answered all your questions satisfactorily, I would like to continue and finalize our business. Any objections?"

But you lose all your deals which you didn't attempt to get!

So keep in mind to ask for the deal! And if you asked for it once, maybe ask for it again!

Like "Ok, let me ask you one more time, can we move ahead with the deal?"

Or "I still want to get this done, let's do it this time!"

Or "How do you feel about signing the deal with me now?"

Research shows that for a marketing message to get across needs to be repeated 5-7 times. How many times do you think an offer request needs to be repeated? More or less the same amount!

Or as like to say, repeatedly as many times as necessary.

-Adam Vizler – Definitive Cold Sales Course