

January 6 Daily Motivational Call Notes

Closing

I like to work on areas of selling like closing. By getting better at closing it makes my overall presentation more persuasive

Closing is a learned skill

3 Ways to Elevate your Closing Results

Inner Game

Outer Game

Action

I am not good at closing becomes:

I can get good at closing

I can become great at closing

I can master closing

Ask for the order and be silent

How to structure a close

Make a list of the closing components

Put the components in order to create a closing outline

Script out each component

Scott Southall Story

You can find all of the replays of the Success Principles book study at

www.dailymotivationalcall.com

Today's bonus video - <https://www.youtube.com/watch?v=G49JU6kQuiU&t=146s>

The Close Boot Camp – www.ericlofholmcalendar.com