

Closing the sale and Effective Communication

What to say first to your prospect

- **Greet them**
- **Qualify that person**
- **Invite them to do something**
- **Handle any objections or questions**
- **Follow up**





Before talking to someone, say silently to yourself, “I’m interested in you!”

- If you’re interested in what your prospect needs & wants, then you can help them get what they need and want.
- If you think about how much money you will make or if they will become a distributor, then you’re not there and you will say the wrong thing
- Focus on them and forget about everything else

Closing Actually starts the moment You start talking to someone.

- **Ask questions**

Find out what they need & want out of life!

- “Do they have any health concerns?” What are they?
- “Ask them if they would like to reduce or eliminate their problems ?
- They will usually say “ Yes “ .

This is your **First close**



- **Ask them if they have ever heard of the Chi Machine or HotHouse?**
- **Explain briefly three things each machine does.**
- **Share a testimonial or two about the Machine that relates to their health concern.**
- **After getting them excited ask them is they would watch a DVD, or listen to CD, or read some information?**
- **When they say “ yes “ ask them if you can check back with them in 3-5 days?**

When they say “ Yes “

this will be your 2nd Close.

Chidvd.com

- Any new person can go to chidvd.com & read about all our Machines or watch the DVD online.
- After watching the DVD, the new prospect has only three choices;
- They may want to try the machines, buy the machines or they are not interested.
- People sometime say “ I can’t convince people to try these machines, SO WHAT!
- **SWSWSWN**



Follow up, follow up & follow up...

- **Ask them if they watched the DVD?**
some time, they lie and say they watched it.
- **Ask them “ What did they think about the hamburger? What did they notice about the fake Chi Machine?**
- **What did they think about the ERE?**
- **Now you know if they watched the complete DVD or not.**
- **Answer any further questions they have and then ask them the best question.**



Follow up, follow up & follow up...

- **Would you like to try these machines in the privacy of you own home with a two week money back guarantee?**
- **This is your 3rd Close**
- **Now be quiet and wait for them to respond.**



Follow up, follow up & follow up...

- **Always know your special of the month**
- **Promote and sell the special & SUC packages, if they want to build a business.**



Follow up, follow up & follow up...

- Ask them, how many people do they know who could benefit from our machines.
- Would they like to get paid a bonus every time some one else purchases machines?
- Would they like to become a distributor to save and earn?
- I show them how much they will get back on their own purchase and each additional sale.
- This is your **4th close**



Follow up, follow up & follow up...

- You will usually sell what you demo!

How many machines do you demo?

- **If you want to really be successful in any business , you have to focus on one company.**
- **People will listen to you and follow you, if you have a passion for what you do.**
- **Read books , listen to CD's & watch DVDs.**
- **If you become a expert in this business , you will have more business then you can handle.**

Your best investment you will ever make is investing in yourself.