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Nine Surefire Ways to Close a Sale. There are a few effective sales closing techniques that allow you to achieve your goal: Now or never close; Summary close; Sharp angle close; Question close; Assumptive closes Takeaway closes Soft close The option close The opportunity cost close Challenges You May Face When Trying to Close a Sale. Any job has its challenges, and this one is not an exception to the rules. Here are the most common challenges sales teams face:

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The assumptive close helps put sales professionals in a better state of mind because they assume that the customer is going to make a purchase. As long as the sales pro makes sure that each step of the sales process is covered and provides

enough value to the customer, assuming a sale will close is a powerful and highly effective closing technique. If you learn only one close, this is the one to learn.

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1. Earn your prospect's trust. The number one thing you can do to close more sales is show your prospective customers that you take their time and their business seriously from day one. This may seem like a no-brainer, but many contractors simply drop the ball when it comes to being on time.

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