

# Sales Closing Techniques



**the now or never close**

Drives urgency with a time-sensitive offer.



**the unique offer close**

Tailors the deal to a prospect's specific needs.



**the alternative close**

Simplifies decisions by offering two clear options.



**the assumptive close**

Confidently guides prospects toward the next step.



**the sharp-angle close**

Turns objections into buying reasons.



**the puppy dog close**

Provides a free trial for firsthand experience.

# The Closing

**RM Cervero**



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