

Closing a One-On-One...

By Randy & Elizabeth Draper



When closing a one-on-one, ask a couple of questions...
(here are several that we use...)

- 1.) **What do you think?** (This is a great way to find out what they are thinking! Don't talk if they are silent... wait for them to speak! Listen for their objections!)
- 2.) **On a scale of 1 - 10, one being, you're not interested at all, and 10 being, you're ready to sign up right now, where would you rate your interest?**
- 3.) **If money were not a problem, could you see yourself doing this business?** -or- (If they indicate that money is an issue...) Don't let money be the reason you decide not to do this business! Decide on the basis of whether you could see yourself doing this or not. If you want to do Premier, you will find the money!
- 4.) **Let's look at my calendar and pick out a training show date. My calendar tends to fill up rather fast and I want you to have the date of your choice.** Between now and then you will need to make your decision so we can get you jewelry ordered and delivered. We will want to use your jewelry for your training show! (This is a non-threatening way to get them to give a tentative commitment!)
- 5.) **You are going to have questions, so put a piece of paper by the kitchen phone and write them down! I will be calling you in a couple of days to see what questions you might have?** (Follow up is critical!!!!!! You must call them in a couple of days!!) (We never try to close the night of the one-on-one! We want them to think about it, pray about it, talk it over with their spouse, friends, etc.)
- 6.) Andy Horner's close: **"I'm not interested in whether you get a kit or not, I'm interested in whether this will meet a need in your family!"**
- 7.) **Talk plural!!!** When are we going to get started? I can't wait for us to do this business together! We are going to have so much fun in this business together! We are going to build a business and a great friendship!