



Close Type	Approach	Example Phrasing
Assumptive Close	Assume the sale is already made and guide the customer to the next steps.	"Which package suits you best?" or "What's your preferred delivery date?"
Summary Close	Recap product/service features and benefits.	"To recap, with this choice, you'll receive [key benefits], ensuring [outcome]. Shall we move forward?"
Takeaway Close	Highlight what they risk losing by not committing.	"This offer won't last beyond today. Shall we secure it now?"
Objection Close	Address doubts directly and provide tailored solutions.	"Is there any specific concern holding you back? Let's work through it together."
Power Close	Validate their perspective, then redirect to closing.	"I understand your hesitation. Here's why moving forward today makes the most sense."
Now-or-Never Close	Use urgency, with time-sensitive offers.	"This deal expires tomorrow. Let's get this locked in today."
Needs Close	Tie the product directly to their expressed needs.	"You mentioned [specific need]; this solution addresses that perfectly."
Always Be Closing	Guide every conversation toward a decisive next step.	"Does this option meet all your expectations?"
Urgency Close	Use limited availability to prompt action.	"This is one of the last units available. Should I reserve it for you?"
Visualization Close	Help them picture a positive outcome with the product.	"Imagine how much easier your day will be with this in place."
Trial Close	Ask for small affirmations to gauge readiness.	"How do you feel about the features we've discussed so far?"
Respect Close	Treat every customer with respect, assuming they're a buyer from the start.	"You clearly value quality, and this solution aligns perfectly with that."
Scale Close	Ask the prospect to rate your product on a scale of 1 to 10. Address their concerns.	"On a scale of one to ten, how would you rate our product? What would make it a ten for you?"
Empathy Close	Build trust by demonstrating empathy and understanding their challenges.	"I understand that this decision might feel tough right now. How can I make this easier for you?"
Visual Close	Use visual aids like charts or infographics to highlight product value and solutions.	"Here's a chart showing how our solution saves you time and money compared to competitors."
Something for Nothing	Leverage reciprocity by offering a freebie or bonus to nudge the deal forward.	"If you make the purchase today, we'll include [extra feature] at no charge!"
Alternative Close	Present two favorable options to streamline decision-making.	"Would you prefer the monthly or annual subscription plan?"
Sharp Angle Close	Turn objections into commitments by offering to resolve their concern immediately.	"If we guarantee delivery within two weeks, would you be ready to move forward?"