

# IGNITE

ELEMENTALS 9:

CONTRACT TO CLOSE

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# Build a Buyer Timeline

Use the space below to build your Buyer Timeline



# Build a Seller Timeline

Use the space below to build your Seller Timeline.



# Best Practices and Risk Avoidance

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1. Where is the deal at risk of falling apart?

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2. What are best practices to keep the deal alive?

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3. What tasks have deadlines and what are those deadlines?

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4. How can you help manage other parties involved in the deal?

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# Get Repeat Business and Referrals

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**Use the KW  
App**



**Create Vendor  
and Utility Lists**



**Plan a  
Closing Gift**

What other ways can you wow your clients?

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# Turn Aha's to Achievement



How has your **thinking** changed?



What do you **feel** differently about? What was meaningful for you today?



How will your behaviors be different going forward? What **actions** will you take?



What **tools**, models, or systems will you use? How will they make you accountable?
