



The Simple Close

THE CALL TO ANSWER QUESTIONS

- ❖ After a prospect has seen our presentation, send the SHORT CALL one-touch text.
- ❖ The reason for using a text is if they want you to call they will have your phone number and will accept your call.
- ❖ When you call simply say, “I wanted to introduce myself and see if I could answer any questions for you?”
- ❖ Or, “I wanted to call to introduce myself and one of our team captains, [captains name] and to answer any questions you might have.

THE SIMPLE CLOSE

- ❖ If you have no more questions, would it be OK if I ask you a question?
- ❖ On a scale of 1 to 10 where would you rate your interest in joining InCruises & the CruiseMasters Team?
- ❖ If they say it is 9 or 10 - "That's great - it only takes about 4 minutes to join - I'll be happy to stay on the phone with you if you like."
- ❖ If lower than 9 ask them "how can I help you get to a 9 or 10?"
- ❖ Their answer will tell you how to close them.
- ❖ A team Captain will know how to respond to their answer.

HELPFUL SUGGESTIONS

- ❖ RESTRAIN YOURSELF from talking too much - When you're talking you are NOT LEARNING.
- ❖ You do NOT have to SELL. The presentation did the SELLING.
- ❖ All you have to do answer their questions and use THE SIMPLE CLOSE.