

HOW TO CLOSE

ANY DEAL

USING THESE

6 POWERFUL
SALES TECHNIQUES

WITH NO

SALES EXPERIENCE



BY: DARRIUS TURNER

TECHNIQUE #1

REPEAT & REPHRASE

REPEAT AND PARAPHRASE is a sales tactic that involves restating and summarizing what the customer has said in order to show that you have been listening and understand their needs. This helps to build trust and rapport with your customer to make them more likely to make a purchase with your business. Additionally, it allows you to clarify any misunderstandings and ensures that you have all the information needed to make a good sales pitch. It is important to be authentic in this tactic and not to falsely repeat and paraphrase what the customer said.



ACTIVE LISTENING

Active listening is a communication skill that involves fully focusing on and understanding the speaker, rather than just hearing their words. This includes paying attention to nonverbal cues, such as body language and tone of voice, as well as asking clarifying questions and providing verbal and nonverbal feedback to show that you are engaged in the conversation.

Active listening is important in a sales setting because it too helps build trust and rapport with your customer. When a customer feels like they are being truly heard and understood, they are more likely to be open to hearing your pitch and purchasing your product or service. Additionally, **active listening** can help to identify your customer's needs and concerns, which can be used to tailor the sales pitch and increase the chances of making a sale.

Furthermore, **active listening** can help to reduce misunderstandings and conflicts, and it makes the customer feel valued and respected. Overall, active listening is a crucial component in building successful customer relationships and achieving sales success.

TECHNIQUE #3

ASSUME THE CLOSE



credits: adobe stock

The **"assume the close"** sales tactic is a method of approaching a sales pitch with the mindset that the sale is already made, and that your customer is ready to make a purchase. The idea is to present the product or service in a confident and convincing manner, as if the sale is already a done deal. This can create a sense of urgency and **FOMO (fear of missing out)** for your customer, and encourage them to make a purchase.

The **"assume the close"** tactic can be used in various ways, such as asking for the sale directly, offering a special deal or limited-time offer, or even using language that implies that your customer has already made a decision to buy.

For example, a salesperson using the **"assume the close"** tactic might say:

"I'm glad you're interested in our product. When would you like to schedule the installation?"
What day would work best for you? Any ideal time? (Morning?/Afternoon?)

By asking the customer when they want to schedule the installation, the salesperson is assuming that the customer has already made a decision to buy the product, and is trying to close the sale by moving forward with the next step.

It's important to note that the **"assume the close"** tactic should be used with caution. It's important to know your customer's needs and make sure that they are ready to make a purchase. Additionally, it should be used in a polite and professional manner, not in a pushy or aggressive way.

TECHNIQUE #4

THE TAKEAWAY

By suggesting that there is a limited opportunity to make a purchase, the salesperson is creating a sense of urgency and scarcity in your customer's mind, and encouraging them to make a decision right away.

It's important to note that the **"takeaway"** tactic should be used with caution, and it should be **used in an authentic way. It's important to not to create a false sense of scarcity or urgency** and also, it's important to be prepared to handle any objections the customer may have.

Another example of how the **"takeaway"** sales technique might be used in a sales setting:

Salesperson: "This product is in high demand and we have only a limited number of units available. **We're also offering a 10% discount for the first 10 customers who make a purchase today.** If you're interested, **I recommend that you take advantage of this offer now before it expires and the product runs out.**"

By suggesting that there is a **limited number of units available and a time-sensitive discount**, the salesperson is creating a sense of urgency and scarcity in your customer's mind, and encouraging them to make a purchase right away. Additionally, by mentioning the high demand of the product, the salesperson is also creating a sense of **FOMO (fear of missing out)** for the customer and further encouraging them to buy.



HOW THIS WILL CHANGE YOUR BUSINESS

WHY HASN'T YOUR BUSINESS TAKING OFF YET?



Owning a business is **TRIAL AND ERROR**. It comes with many up and downs. There will be months that are great and others where you may not make a dime. One major trait any business owner **MUST** have is **PERSISTENCE**. This means regardless of how your business goes you will continue to push through. Most business owners spend **5-10 YEARS** building their business before they realize there are **SHORTCUTS**. These shortcuts are the **KEY** to scaling your business and **ACHIEVING REAL SUCCESS**. One **MAJOR SHORTCUT** that any business owner should make their **MAIN PRIORITY** is **LEARNING SALES!**

SIDE EFFECTS OF APPLYING THESE TECHNIQUES:

- YOU WILL BE AN INSTANT ASSET TO ANY BUSINESS YOU ARE A PART OF
- INCREASE REVENUE GENERATED PER CLIENT
- INCREASE YOUR CLOSE RATES
- BUILD LONG-TERM RELATIONSHIPS WITH CLIENTS FOR FUTURE BUSINESS
- CLIENTS ARE MORE WILLING TO GIVE REFERRALS

HOW TO CLOSE ANY DEAL USING THESE 6 POWERFUL SALES TECHNIQUES WITH NO SALES EXPERIENCE

ENVISIONED DESIGNS BY DT

WWW.ENVISIONEDDESIGNSBYDT.COM

13

What does your business need to get to the next level?

On this call we will evaluate your business, identify your current opportunities for growth, and IF we believe we can help you close more deals and make significantly more money we will discuss exactly what it looks like working together.



STEP



Schedule a Call

We're eager to get to know you and learn more about your business. Our goal is to assist you in reaching and overcoming your goals.

STEP



Get a Free Proposal

Based on our discussion, we will send you a personalized proposal.

STEP



Grow Your Business

Growing a business is trial and error. Having a roadmap to guide you through the process will smooth out the obstacles you may face.

IF YOU WOULD LIKE ME AND MY TEAM OF EXPERTS TO HELP YOU DEPLOY A BUSINESS OR MARKETING PLAN THE RIGHT WAY THE FIRST TIME, AND SAVE YOU THOUSANDS OF DOLLARS IN YOUR OWN TESTING.

YOU CAN BOOK A CALL WITH MY TEAM BY GOING TO:
[HTTPS://CALENDLY.COM/ENVISIONEDDESIGNBYDT5/BUSINESS-CONSULTATION](https://calendly.com/envisioneddesignbydt5/business-consultation)



YOU CAN REACH US AT (312) 612-7909
ENVISIONEDDESIGNSBYDT@GMAIL.COM

THIS DOCUMENT AND ALL OF ITS CONTENT IS PROTECTED BY COPYRIGHT LAW. 2023 ENVISIONED DESIGN BY DT, LLC. ALL RIGHTS RESERVED. ENVISIONED DESIGN BY DT, LLC IS NOT AFFILIATED WITH ANY THIRD PARTY, NOR DOES ENVISIONED DESIGN BY DT, LLC OR ENDORSE ANY THIRD PARTY, INCLUDING WITHOUT LIMITATION ANY THIRD PARTY THAT MAY MAKE THIS DOCUMENT AVAILABLE TO YOU.