

The Soulful Sales Code: 6 Figure Sales Skills for your Heart-Centered Business

MODULE 5: PART 3

MAKE INVITATION / CLOSE THE SALE: TURNING AROUND A “SIGNING OFF”



Turning around a “signing off”

This some form of:

“Thanks so much for answering all my questions, you’ve been so helpful, I’ll let you know... or I need to think about it...”

They are clearly thinking the conversation is over



Turning around a “signing off”



Need to step into this right away

Politely but firmly take back control of the conversation



Turning around a “signing off”

“You’re so welcome! Let me ask you this: or I do have one question for you:”

“I’m really here to meet you where you are, help you get clear where you want to go, and help you get there in the time and way that works for you.

So I want to check and see where you are. For example, are you sure you want to do this, but there are some things to handle, you need to figure out when. Or are you not sure yet if you do want to do this at all, and that still needs to get decided? Or somewhere in between – where are you with all that?”



Turning around a “signing off”

LISTEN!

If they are a Yes, but... (something to address, handle, timing, money), work with them on that.

By asking this way, you have positioned yourself on their side, working with them to help them achieve their goal.

Address the objection(s)



Turning around a “signing off”

If they are a “Not sure yet...”

- Acknowledge that, so they know you got it
- Ask them what they think they need to decide one way or the other. What’s missing? This is an objection, handle it by clarifying what it is, isolating it, etc.
- “It’s no fun being on the fence, we all have plenty of things in our lives that are undecided. I’d love to help you get and do what you need to make a decision one way or the other sooner rather than later.”



Action Steps:

Have 3 practice sales conversations – set clear intentions for each one beforehand, and notice where you may be in the process at different times.

But don't focus too much on that, primary focus is always on who you are talking with 😊

Practice different ways of asking for the sale, see what you notice and what happens

