

# CLOSING THE DEAL Worksheets

#### CALL OBJECTIVES/ADVANCES



What is my primary call objective? (Call Objectives should be:  1. Specific & measurable,  2. Center on the action the client will take,  3. Move the sale forward,  4. Be reasonable from the client's perspective)	
What is my Ideal Advance for this meeting?	
Perfect Close phrase:	



## **BACKUP OBJECTIVES**



What is the client's Current Situation & Challenges?	
What is the Impact of their Current Situation & Challenges?	
What hidden challenges might there be?	
What might be the impact of those hidden challenges?	
Which risks are likely to be of greatest concern?	



## MINIMUM ADVANCE

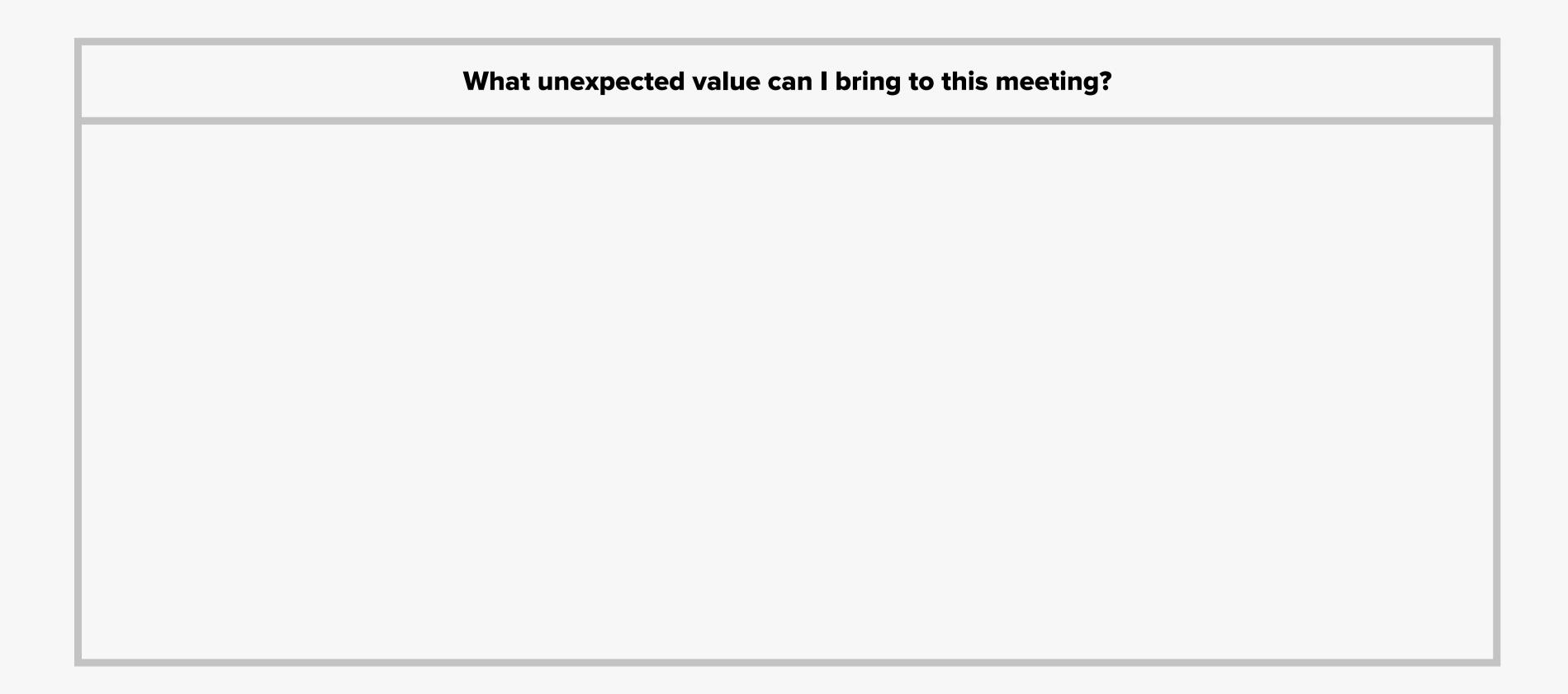


What is the smallest advance I am willing to accept and still move forward?	
Perfect Close phrase:	



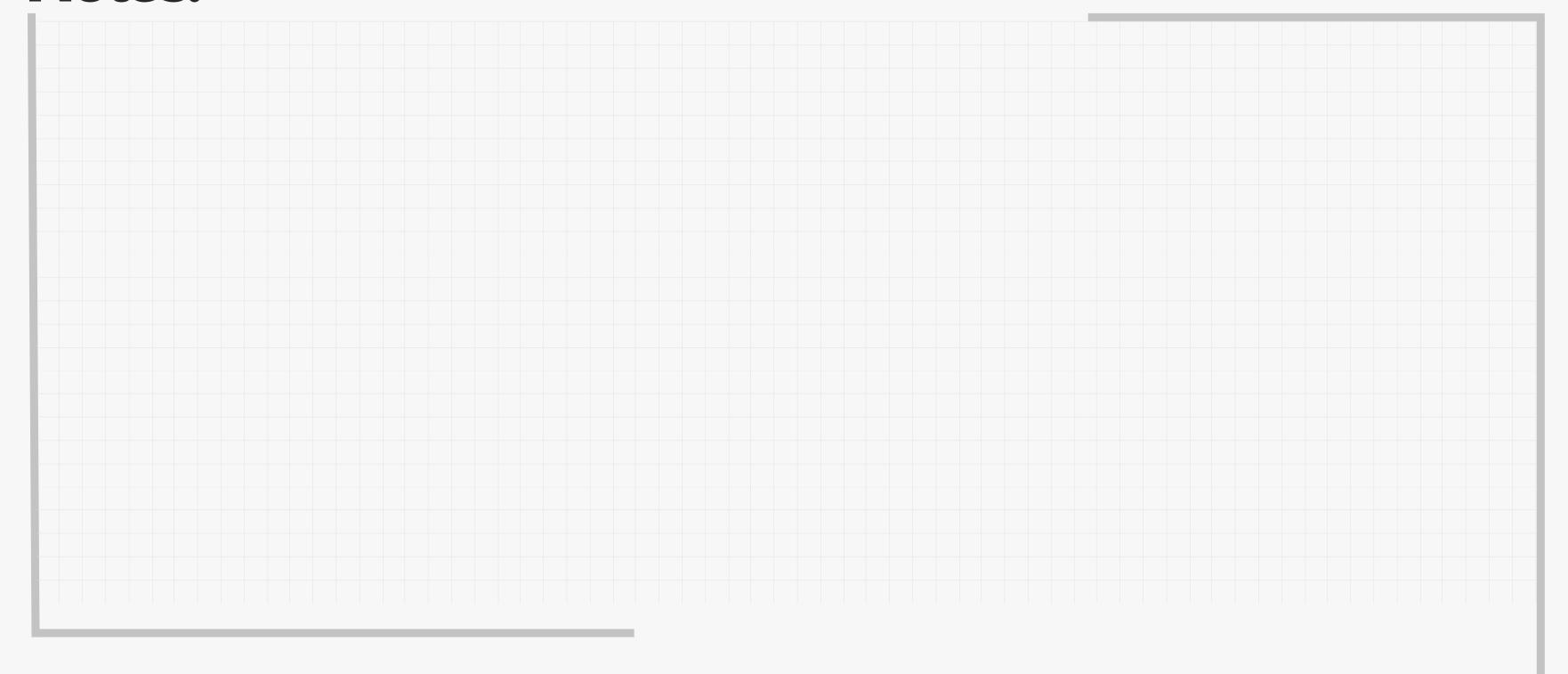
#### BRING UNEXPECTED VALUE







## **Notes:**







Looking to increase your sales numbers?

We help SaaS and B2B companies achieve Faster & Predictable Revenue Growth using a scientific approach.

Click below to schedule a free Growth Audit Session.

It would be my honor to help you scale your company faster.

**BOOK A FREE GROWTH SESSION NOW**