

TOP 10 TRIAL CLOSES THAT CONVERT

- ✓ **How does that sound so far?** (Invites agreement and feedback)
- ✓ **Is this something you could see yourself using?**
→ (Plants ownership in their mind)
- ✓ **Which part of this sounds most helpful to you?**
→ (Forces focus on positives)
- ✓ **If you had to decide today, what's the one thing holding you back?** (Flushes out objections early)
- ✓ **Do you feel like this would help save you time/money?** (Reinforces key emotional buying triggers)
- ✓ **Would you prefer the weekday or weekend for install/service?** (Assumes the close subtly)
- ✓ **Should I pencil you in for Tuesday, or is Wednesday better?** (Alternate choice suggests forward movement)
- ✓ **On a scale from 1 to 10, where do you stand on moving forward?** (Gauges readiness to proceed)
- ✓ **Does this solve the problem you've been dealing with?** (Taps into their pain)