

# **10 Highly Effective Phrases for Closing a 1-on-1!**

By Melissa Terrell, 7-Diamond Designer

1. **"What do you think?"** – Wait for an answer and LISTEN! Keep Smiling!
2. **"Can you see yourself doing this?"** That is a fair question.
3. **"On a scale of 1 to 10, with ONE being you are not interested and TEN being ready to do it, how would you rate your interest?"**
4. **"Why don't we pick out a Training Show date so you can pick a date out that is good for you?"** This is assuming you feel she has made her decision, but just hasn't said 'yes' yet. Many times she tells you her decision just by setting her Training Show date!
5. **"If money were not an issue, is this something you would want to do?"**  
Do not EVER let money be the reason not to do the business! She needs to decide on whether or not she really WANTS to do the business. If someone wants to do Premier, they WILL find the money!
6. **"You will never know unless you try!"** We know she will make her money back if she will hold her shows. It would be great if she already has Jewelry Shows lined up before she starts! We highly recommend the new jeweler make TWO prospect lists. (One for Jewelry Shows and the other for those she feels needs to hear about Premier!)
7. **"As you think of other questions, write them down! I'll call you in the next day or two to see what questions you have!"** FOLLOW-UP is CRITICAL! Giving your prospect time to think, pray and talk it over with their spouse is very important, but you MUST follow-up in a timely manner!
8. **"Just do it (smile)! You will do GREAT!"** Sometimes we have realized that a prospect is struggling with making a decision and needs someone to be bold for them!
9. **"Premier will ALWAYS be here, but it will never be a better time to get in than right now!"** Creating a 'sense of urgency' will help people make a decision!
10. **"If you are not interested, will you give me some names of people who you think could use an extra \$500-\$1,000 month?"**