



Change Your Thinking Grow Your Sales

## **The Hour Of Sales Power**

# **Closing a “Favre-Type” Buyer**

## **Worksheet**

Intro Notes –

What effect do indecisive buyers have on service contractors?

What impairs the ability to decide?

What does the average sales person do when faced with buyer indecision?

Do we have to ultimately accept the buyer’s indecision?

What are some strategies for handling indecisive buyers?

How will helping buyers decide affect our level of service?