

Recruiting Mastery™

Scripts - Session 6 Closing The Interview



To your Achievement of Excellence in Life

TRIAL CLOSES

Manager: *Is this the only reason why you're not willing to proceed with this particular situation?*

If there are more objections:

Manager: *Obviously there is a reason why you have so many objections. Will you share with me what it is?*

As you give the information:

"Are you comfortable with that?"

"Does that satisfy the concerns that you have?"

"Does that make sense to you?"

"Are you ready to proceed?"

ENCOURAGING OBJECTIONS

Manager: *Obviously, there is a reason why you have a concern. Would you share with me what the ideal solution would be to you?*

OBJECTION HANDLING SCRIPTS – SAVING TIME

AGREEMENT: TIME EQUALS MONEY

Manager: *If I am able to save you time then you will have more DIPA time, which, all things being considered, should allow you to raise your productivity. Do you agree with that?*

TIME BLOCKING

Manager: *What activities are you currently doing that detract you from increasing your productivity and/or your life balance?*

If I can show you how to solve those challenges and you can continue, or even increase your productivity, would that cause you to want to join our firm?

If I can show you how I can help you solve those challenges do you believe that will allow you to increase your productivity or allow you to have more family time?

If yes:

Would that cause you to want to join our firm?

OBJECTION HANDLING SCRIPTS – SAVING MONEY

IRRELEVANCY OF COMMISSION SPLITS

Manager: *Mr. or Ms. Salesperson, would you agree that regardless of what type of compensation system you have, actually, commission splits are irrelevant.” “Would you agree with me Mr. or Ms. Salesperson, that it’s what you have in your pocket at the end of the year that really counts rather than the compensation system itself? So, if I can show you how to raise your productivity, the bottom line is at the end of the year you’ll end up with more money in your pocket.*

Would you agree with me Mr. or Ms. Agent, it’s what you have in your pocket at the end of the year that really counts?

OPERATING EXPENSES

Manager: *Have you isolated, either for tax purposes or your own business plan, what your operating expenses are?*

If no:

Well, the problem is without isolating your business expenses it’s pretty hard to attack them and see where we could save money.

OBJECTION HANDLING SCRIPTS – GETTING MORE BUSINESS

Manager: *What's most important to you?*

High income only?

Life-balance with moderate income?

Life-balance with high income?

Either one with high income:

How do you define high income?

Life-balance with high income:

Let me show you how we can work together to achieve that goal.