TRIAL CLOSE	EXAMPLES
Opening Close	"What are you looking to **buy** today?" " What are you in the mood to eat today?" " Are you looking to buy a dress for a particular occasion?"
Assumptive Talk	" When you buy our product, you get..." " This is where your locker will be" " That's the service you are getting when you join us..."
Hypothetical	" Hypothetically speaking, if you were to buy this couch, which colour would you pick?" "If you buy today, where in your house would this set of drawers go?" " If you were to join the gym today, what class would you first join?"
Future Pacing	" If you did go ahead with our product and service, what would you do with (benefit)?" " If you were able to retire now, what would you do?"
Tie Downs	Isn't it? Doesn't it? Wouldn't it? Inverted: It is beautiful isn't it? This car has amazing features, doesn't it?
Context	" Sorry I couldn't pick up earlier, the phones have been in fire all week because of this new product we just launched, how can I help you?" Think of the service you get when you enter a luxury hotel, they are setting the context for you to know that their service cost more money than average.