

# **Gaining Commitment**

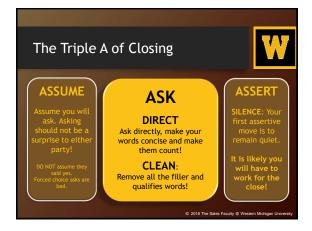




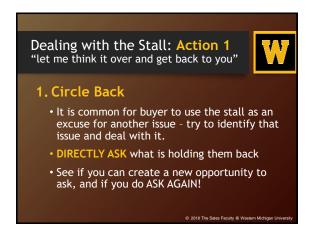




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Dealing with the Stall: Action 2
"let me think it over and get back to you"

2. Check Pulse

• "If you had to decide right now......"

• "What would you recommend to the buyer?"

• Use the answer to ....

• CLOSE AGAIN

• SUGGEST A NEW STEP

• At least know whether you are winning or losing and then behave appropriately based on the answer.

Dealing with the Stall: Action 3
"Let me think it over and get back to you"

3. Tighten your Grip

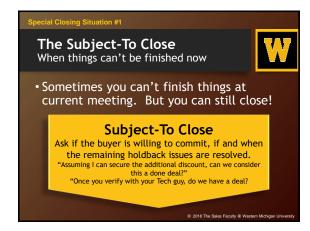
• Work to make time gap between now and final decision as "tight" as possible

• UNCOVER PROCESS: Be sure you know what the next steps are and see if you can insert yourself into those.

• Find time / people / process between you and a deal

• Request to meet or be involved as much as possible

• Suggest new step in process



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