

# 10 BEST PRACTICES TO CLOSE THE DEAL

BEST PRACTICE #1

## **Negotiate In Person**

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BEST PRACTICE #2

## **Timing Is Everything**

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BEST PRACTICE #3

## **The Ask Is Not The End, It's The Start**

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BEST PRACTICE #4

## **Be Aware Of Your Body Language**

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BEST PRACTICE #5

## **Practice A Confident Tone**

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BEST PRACTICE #6

## **Use Curiosity To Overcome Disconnects**

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BEST PRACTICE #7

## **Dealing With Difficult (Or Different) People**

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BEST PRACTICE #8

## **Embrace The Pause**

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BEST PRACTICE #9

## **Getting To Yes**

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BEST PRACTICE #10

## **Know When To Walk Away**