So here is an easy, polite, rejection-free close to start with. Is it the best close?

Of course not. But at least it is a **close** we can start with.

**"You seem to like what I showed you … would you like to know how to get started?"**

Here is an easy question that qualifies which distributors you want to work with long term:

**"How much will it take for you to quit, give up on your dreams, and resign yourself to a lifetime of labour?"**

Listen to the distributor’s answer. But more importantly, look at this distributor’s body language and listen to his tone of voice while he’s giving his answer.