**Three questions to check our team's closing skills.**

#1. "Are you scared or too shy to close your prospects?" Most will say "yes" to that question. They don't want rejection. They don't want to look like they are trying to make money off their friends. The result? They don't close.

#2. "Tell me your best one-sentence close." Prepare to hear silence or excuses. They don't have a good close that they are comfortable with.

#3. "Would you feel better about talking to people if you had a great close?" When we remove the fear from our team members, they feel better about talking to everyone.

Need a baby-step first close to teach the team? Simply teach them to say:

**"This business either works for you, or not. So what would you like to do?"**