

POWER CLOSERS

1. Give me 1% of your confidence, and I'll work to earn the other 99%. Let me show you in a small way what I can do for you regarding quality, service, and integrity. Okay?
2. You've indicated to me in the past that you have worked with all the other firms out there. Give me that same opportunity that you have given them. I promise I will not let you down!
3. _____, this is a unique opportunity for you to experience quality and quantity in the same package. We're working with something that has upscale potential. I'm offering you a chance to be the first to benefit from this. Give me a shot!
4. Give me your confidence so I can go down to the vault and hand-select these beautiful pieces for you. Any concerns you may have will be answered when you see the pieces and by me. Okay?
5. The bottom line is this: I want to make that first impression with you. I will not send you something you will not like; you will only send them back to me. That's a waste of your time and my time as well. First, I know you will love these pieces when you see them. Second, if you ever decide to do something else in the market down the road, whether it's buying or selling, I know you'll give me the first opportunity before anyone else. That's precisely why I'm looking for a chance to make that first impression. Give me a shot!
6. I'm advising all my clients to seize this opportunity in the market with as many discretionary funds as possible and to do it now! The

potential benefits are immense, and I don't want you to miss out on them.

7. _____, I know I'm just a disembodied voice over the phone, and I'll always be that until you give me the confidence, I need to prove myself! Give me a shot, and I promise I won't disappoint you. Okay?

8. First _____, I'm looking to make that first impression with you. I don't call you up daily like those other guys do with a \$5,000 gold coin or a \$3,000 Morgan silver dollar. I think that's ridiculous. If I were ever to call you again, it would have to be something special that contained quality and quantity in the same package; also, it would have to be very inexpensive at the same time. I have that something special today. Give me that one opportunity to work with you, and I promise I won't disappoint you. Okay?

9. _____, did anyone ever allow you to prove yourself? I'm sure that they have! I'm asking you to extend that same courtesy to me for as little as \$_____ per coin. I promise I won't let you down!

10. Let me show you what I can do for you in terms of quality, service, and integrity. As you know as well as I do, those are the three most important areas of the market today. I know you can work with that!