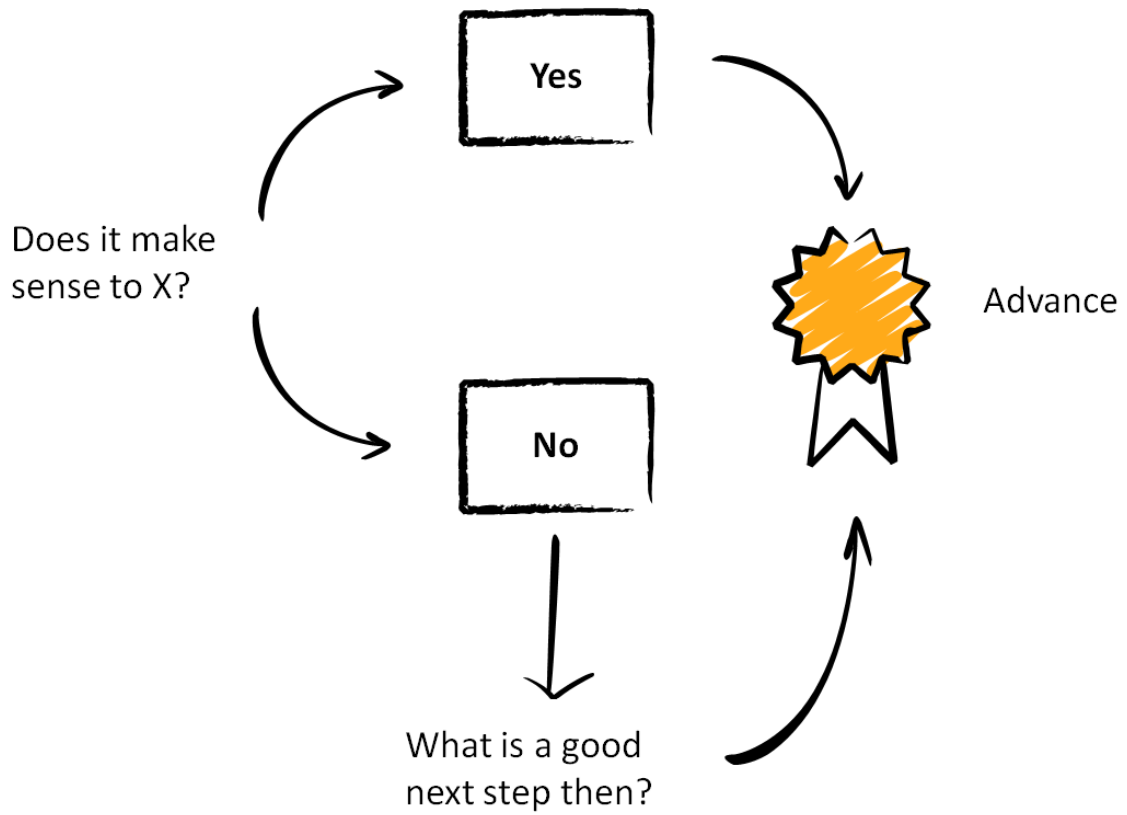
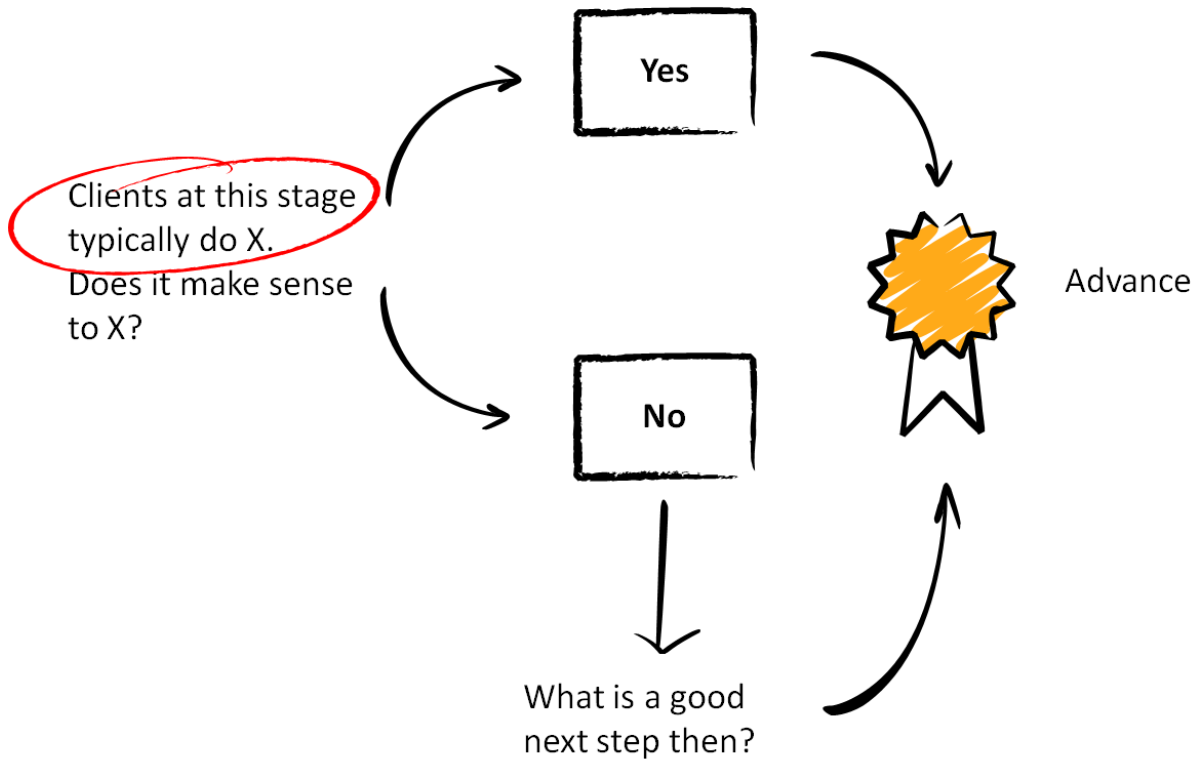


# The Perfect Close Model

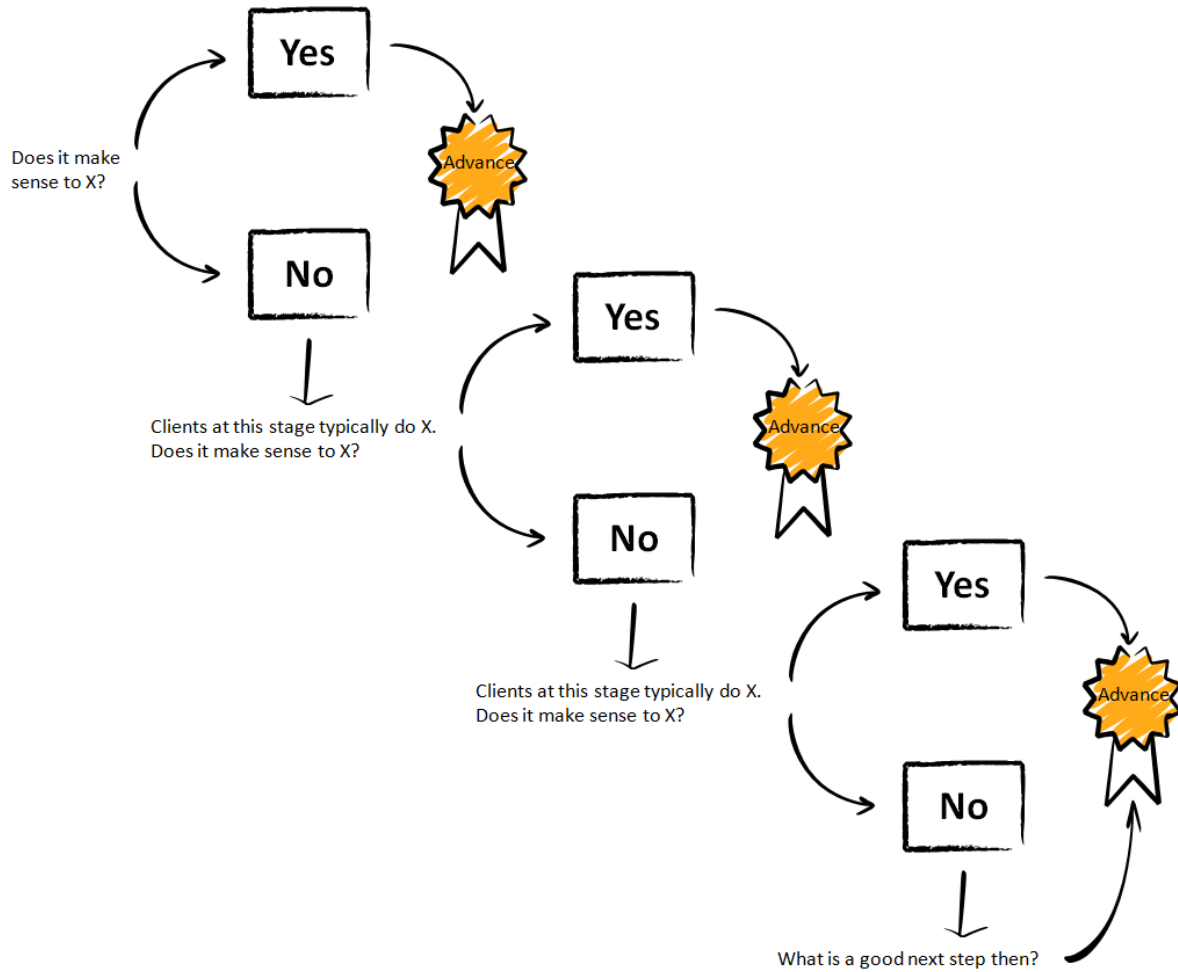
## Basic Model



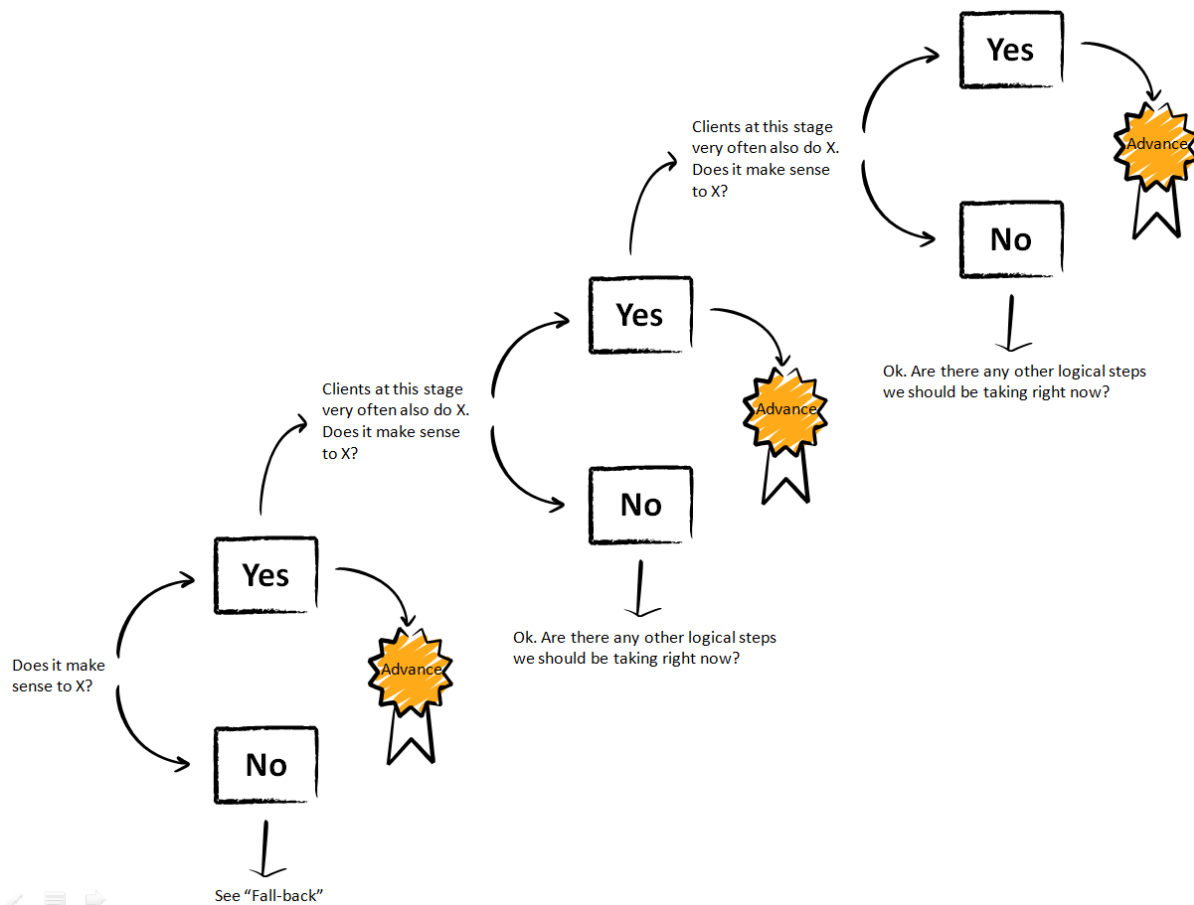
## "The Suggestion"

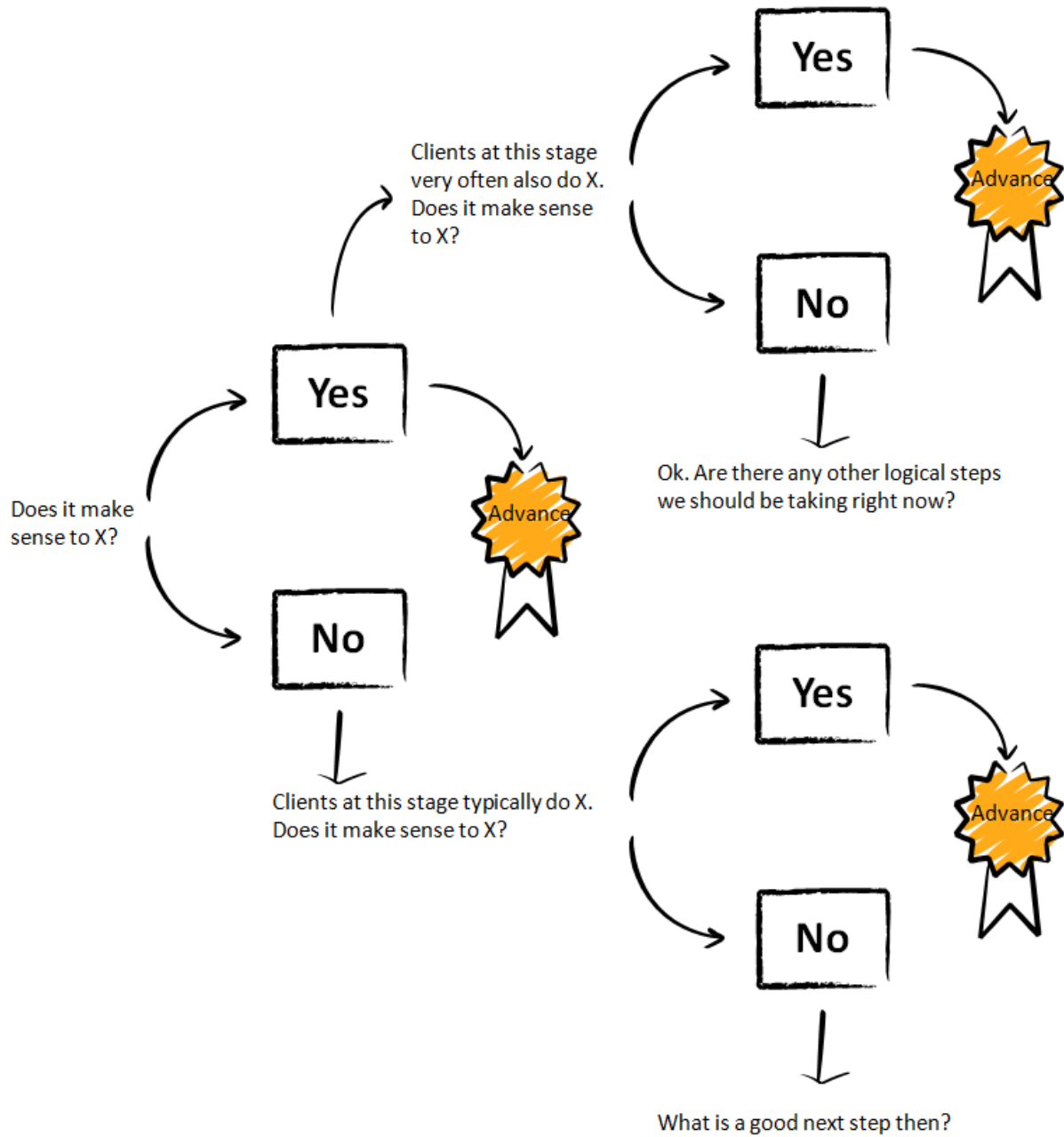


## The "Fall-Back"



## The "Add-On"





### About James Muir

James is the author of *The Perfect Close: The Secret To Closing Sales - The Best Selling Practices & Techniques For Closing The Deal* that shows sales & service professionals a clear, practical and comfortable approach to increase closed opportunities and accelerate sales to the highest levels while remaining genuinely authentic.

James Muir has 30+ years of experience in healthcare, IT & service sales. He has served in every selling role - services, field sales & management. James has a fresh & practical perspective on what works in real life. He knows the training, education & coaching that best helps sales service professionals attain their highest potential.



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