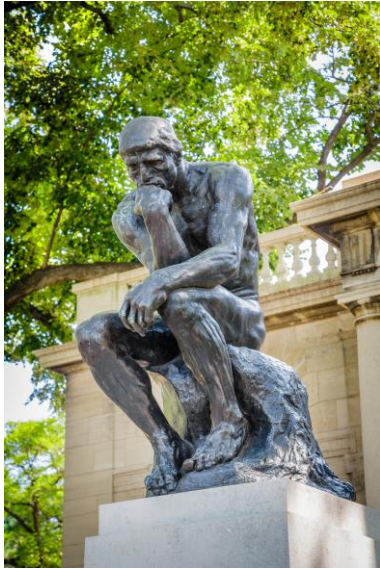


You May Want to Think This Over



Discussion Questions

Chris told a story about a meeting he had decades ago. Why was it memorable?

Do you have a similar story of learning not to give up too soon? Or a story about closing a tough customer?

How often do you hear the “think it over” stall?

Would you “push” a client with the close Phil Fisher used? Why or why not?

What action(s) will you take?