

ALLOCATION CLOSE

This close is used to secure an order the customer is trying to delay for a short period of time as in an add on.

“I can appreciate your time frame, -----, and in order to ensure that you have the china when you require it, let’s go ahead and get the paperwork out of the way. I want to make sure that a set is allocated to you and there are no problems in getting it to you in time for Christmas”.