The CLOSE is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Define:

***Direct close***

***Choice close***

***Assumption close***

***Minor-points close or Stimulus-response close***

***Summary close • Standing-room-only close (SRO close)***

***Closing on objection***

***Contingent close***

***Contrasting advantages and disadvantages close***

***Suggesting ownership close***

***Narrative close***

***Related product close***

***Bonus close***

***Silence close***