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***