Promptifi

FREE PROMPT PACK

25 closing prompts that get deals *signed.*

Pulled from the Promptifi library — 2,900+ tested AI workflows for B2B sales reps. These 25 work as one system: map the path to signature before you ask for it, negotiate and clear the paper without bleeding price, and build urgency only from what's actually true. Paste any prompt into ChatGPT, Claude, or Gemini, fill in the brackets, and run it.

INSIDE

How to run this pack

01 Fill every {bracket} before you run a prompt — the brackets are the fuel. Vague inputs produce vague outputs; two minutes of real context is what separates these from generic advice.

02 Chain them. These 25 are one system: the early prompts produce briefs, angles, and evidence the later prompts are built to consume. Watch for the chain references inside each prompt.

03 Trust the honesty valves. When a prompt answers WEAK, NO PLAY, or TOO SMALL, that is the prompt working — it just saved you a week of effort on a dead angle.

04 These run as-is in ChatGPT, Claude, or Gemini. Paste the whole prompt, brackets filled, and hold the model to the output format it specifies.

SECTION 01 / 05

Pre-close positioning

You can't close what you never set up. These five build the map to signature before you ask for it — run prompt 01 first; the rest read from it.

PROMPT 01 · PRE-CLOSE POSITIONING

The close plan

Reps forecast close dates they've never reverse-engineered, so the deal slips on a step nobody owned. Mapping every gate from signature backward turns a hopeful date into a critical path you can actually defend.

> You are an elite deal strategist with deep expertise in engineering a close before it's asked for — you know a signature is the last domino in a chain most reps never map, and an unmapped close is a hope, not a plan.
> `Inputs` — The deal: `{product, price, stage}`. The buyer: `{champion, economic buyer, other stakeholders}`. What's known about their process: `{steps, dates, blockers}`. Target close date: `{date}`.
> `Method`: (1) Reverse-engineer from signature: list every step that must happen between today and ink — approvals, legal, security, procurement — and who owns each, because a step with no owner is a step that slips. (2) Flag the two steps most likely to add weeks, and name the early action that de-risks each now instead of at quarter-end. (3) Map the buying committee: who signs, who can veto, who's silent — and mark the one relationship I've been avoiding. (4) Set the critical path: the ordered dates that must hold for the target to survive, and the first one at risk today.
> `Constraints`: no wishful timelines — every date must trace to something the buyer confirmed, not something I want. If there's no real path to the target date, say NO PATH and give me the honest one.
> `Output`: the step-and-owner list, the two risks with de-risking actions, the committee map, the dated critical path.

Run this the moment a deal looks real — its plan feeds every prompt in this pack.

PRO MOVE Rebuild the plan after every buyer call — the step that just changed owners is the one about to slip.

PROMPT 02 · PRE-CLOSE POSITIONING

The buying-process map

The org chart tells you who holds the title, not who actually approves the purchase, and that gap is where deals stall for a quarter. Reconstructing the real approval chain from deal size and company type surfaces the gates before they surprise you.

> You are an expert in enterprise buying behavior with deep expertise in how decisions actually get made inside companies — you know the org chart lies, and the real approval path runs through people no title reveals.
> `Inputs` — What the buyer has told me about their process: `{paste, verbatim where possible}`. Company: `{size, industry, public or private}`. Deal size relative to their norms: `{small, typical, large for them}`. Close plan so far: `{paste from prompt 01}`.
> `Method`: (1) Reconstruct the likely approval chain from deal size and company type — a purchase over their signature threshold triggers steps a smaller one skips, so name the thresholds I should ask about. (2) Identify the hidden gates: security review, legal, finance sign-off, vendor onboarding — which apply here and how many weeks each typically adds. (3) Write the three questions that surface the real process without sounding like I'm managing them — 'what happened the last time you bought something like this?' beats an interrogation. (4) Flag where my current close plan assumes a step that may not exist, or skips one that does.
> `Constraints`: never let the buyer feel audited — process discovery is curiosity, not control. If the process is genuinely simple, say SIMPLE and don't invent bureaucracy.
> `Output`: the reconstructed chain, the hidden gates with timing, the three questions, the plan corrections.

Run it when you realize you're guessing how they actually buy — assumptions here cost quarters.

PRO MOVE Ask 'what happened the last time you bought something like this' — buyers narrate their own process when you stop interrogating them.

PROMPT 03 · PRE-CLOSE POSITIONING

The mutual close plan

A close plan you wrote alone is a fantasy with dates; the buyer has to touch it before it means anything. Translating each step into their outcome and their calendar converts a one-sided hope into a commitment they co-own.

> You are an elite closer with deep expertise in the mutual action plan — the shared, dated path to go-live that converts a one-sided hope into a joint commitment the buyer signs their calendar to.
> `Inputs` — My internal close plan: `{paste from prompt 01}`. What the buyer has agreed to so far: `{stated dates, owners, steps}`. Their desired go-live date: `{date and why it matters to them}`. Champion strength: `{honest read}`.
> `Method`: (1) Translate my plan into their language: every step framed as their outcome, not my process — 'security review complete,' not 'you send us your questionnaire.' (2) Work backward from their go-live date to today, assigning each step an owner and a date, and mark the steps that need their action so the plan reads as ours, not mine. (3) Build the co-ownership ask: the exact words to propose the plan without it feeling like a contract before the contract — 'can we sketch the path to your date so nothing surprises us?' (4) Name the step that, if it slips, means the go-live date is already fiction — the canary I watch.
> `Constraints`: no plan the buyer hasn't touched — a plan I wrote alone is a fantasy with dates. If they won't engage with it, say NOT REAL — their refusal to plan is telling me the deal isn't what I think.
> `Output`: the buyer-language steps, the backward-dated plan with owners, the co-ownership ask, the canary step.

Run it to turn your close plan into a shared document the buyer actually co-owns.

PRO MOVE If the buyer won't engage with a shared plan, treat that refusal as forecast data — it usually means the deal is softer than the pipeline says.

PROMPT 04 · PRE-CLOSE POSITIONING

The decision-criteria lock

Whoever documents the decision criteria owns the frame everyone else evaluates inside, and most reps let the buyer improvise it. Getting the criteria confirmed in writing, in the buyer's words, decides the deal before the proposal is read.

> You are an expert in decision architecture with deep expertise in criteria control — you know the deal is won or lost when the buyer decides how they'll decide, and the seller who documents the criteria owns the frame everyone else evaluates inside.
> `Inputs` — What the buyer has said matters: `{paste their stated priorities}`. Who holds each criterion: `{which stakeholder cares about what}`. My honest strengths and gaps against those criteria: `{real read}`. Close plan: `{paste from prompt 01}`.
> `Method`: (1) Draft the decision criteria as the buyer would list them — must-haves, nice-to-haves, and the one unspoken criterion that usually decides it (risk, career safety, ease of the switch). (2) Map each criterion to its owner, because a criterion with no internal champion won't survive the committee. (3) Write the confirmation play: how I get the buyer to agree to the criteria in writing — an email they reply 'yes, that's right' to — so the frame is theirs, not mine. (4) Flag the criterion where I'm weakest and pre-build the honest counter before a competitor makes it the deciding one.
> `Constraints`: the criteria must be honest, not gerrymandered to my strengths — a buyer who spots the rigging trusts nothing after. If I can't win on their real criteria, say WRONG DEAL and tell me why.
> `Output`: the criteria list, the owner map, the confirmation email, the weak-criterion counter.

Run it before writing any proposal — you want their yes conditions in writing, in their words.

PRO MOVE Get the criteria agreed in a short email the buyer replies 'yes, that's right' to — a written frame outlasts a spoken one.

PROMPT 05 · PRE-CLOSE POSITIONING

The champion enablement brief

Your deal gets closed by someone who doesn't sell for a living, in a room you'll never enter, and an unarmed champion loses to a confident skeptic. A one-page case in their voice, plus the hardest questions pre-answered, is what survives that meeting.

> You are an elite champion-builder with deep expertise in the internal sell — you know your deal is ultimately closed by someone who doesn't sell for a living, in a meeting you'll never attend, and an unarmed champion loses to a confident skeptic every time.
> `Inputs` — My champion: `{title, how much internal capital they have}`. The room they'll face: `{who's skeptical, who decides}`. The core value case: `{two sentences}`. Decision criteria if I locked them: `{paste from prompt 04}`.
> `Method`: (1) Build the one-page internal case in my champion's voice, not mine — the argument they'd actually make, sized to forward or read aloud without editing. (2) Pre-load the three hardest questions the room will throw and the crisp answer to each, because a champion who freezes on one question loses the whole meeting. (3) Give them the single number and the single story that carry the case when detail gets cut — under pressure people remember one of each. (4) Coach the ask: exactly what my champion should request from the room and what a yes commits everyone to next.
> `Constraints`: nothing the champion can't say in their own words — a brief that sounds like a vendor gets ignored. If my champion is too weak to carry this, say WEAK CHAMPION and tell me who else I must recruit.
> `Output`: the one-page case, the three question-and-answers, the number and story, the coached ask.

Run it when the person who loves your product has to sell it in a room you're not in.

PRO MOVE Give the champion one number and one story — under pressure people remember exactly one of each, so choose them deliberately.

SECTION 02 / 05

Negotiation and concessions

The number on the order form is decided in the last few conversations, not the first. These five hold price while trading — nothing given free, everything given for something back.

PROMPT 06 · NEGOTIATION AND CONCESSIONS

The concession architect

A concession decided live is always too generous, and anything given freely tells the buyer it was padding all along. Planning your trades in advance — cheap-to-you, precious-to-them, each with a required get — keeps price integrity intact under pressure.

> You are an elite commercial negotiator with deep expertise in concession design — you know a concession decided under pressure is always too generous, and that what you give freely teaches the buyer everything you gave was padding.
> `Inputs` — The deal: `{price, structure, stage}`. What the buyer has asked for or hinted at: `{their asks}`. My real flexibility: `{the true floor, plus non-price levers — term, timing, scope, start date, references, case-study rights}`. How badly I need this quarter: `{honest}`.
> `Method`: (1) Rank my non-price levers by cost-to-me versus value-to-them — the best concessions are cheap for me and precious to them, and there are always two or three. (2) For each lever I'd trade, write the get I require in return: signature by a date, a multi-year term, a reference call, a bigger scope — because a trade with no ask is a gift. (3) Sequence the giving: what moves first, what I hold, and the order that makes each concession feel earned rather than extracted. (4) Set the concession I will never make on this deal and the sentence I use to protect it.
> `Constraints`: never a naked discount as the opening move, even if I'll flex later — the first response is always a trade. If I have no non-price levers at all, say NOTHING TO TRADE and tell me to protect price rather than invent giveaways.
> `Output`: the ranked trade menu, the give-get pairs, the sequence, the never-line.

Run it before any negotiation where you'll have to give something — plan the giving before you're pressured.

PRO MOVE Rank levers by cost-to-you versus value-to-them before any negotiation; the best concessions cost you little and move them a lot.

PROMPT 07 · NEGOTIATION AND CONCESSIONS

The give-get counter

The ten seconds after a buyer names a discount decide whether price holds, and both 'yes' and 'no' are losing moves. A conditional if-then counter holds the number while opening exactly one trade, so every give earns a get.

> You are an expert deal negotiator with deep expertise in the live counter — you know the ten seconds after a buyer names a number decide whether price holds, and that 'yes' and 'no' are both losing moves when 'if-then' is available.
> `Inputs` — Their exact ask: `{verbatim — how much off, what terms, who asked}`. My concession plan if I built one: `{paste from prompt 06}`. Deal context: `{size, stage, competition, timeline}`. What I actually have room to trade: `{levers}`.
> `Method`: (1) Diagnose the ask in one line: procurement ritual, real budget ceiling, or a test of whether I'll fold — each gets a different posture, and folding to a ritual trains them to push forever. (2) Write the conditional counter: hold the number while opening one trade — 'if you can sign by the last of the month, I can bring that to the table.' Warm, unhurried, explicitly two-sided. (3) Prepare the second and third exchange, because the first counter is rarely accepted — where I flex next and what I require each time. (4) Mark the walk-away point in this thread and the calm sentence I say at it.
> `Constraints`: never concede the naked number in the first reply. Never sound anxious — pace signals price confidence. If they demand a giveaway with nothing back, say HOLD and give me the line that keeps the deal warm without moving.
> `Output`: the diagnosis, the conditional counter, the next two exchanges, the walk-away sentence.

Run it the moment a specific ask lands — 'can you do 15% off' — and you need the trade, fast.

PRO MOVE Prepare the second and third exchange in advance — the first counter is rarely accepted, and improvising the next one is where price leaks.

PROMPT 08 · NEGOTIATION AND CONCESSIONS

The term and payment structurer

When the price is stuck, the shape of the deal usually has more give than the number does. Term length, payment timing, and ramp each open a door a flat discount slams, and they cost you less than headline margin.

> You are an elite deal architect with deep expertise in contract structure — you know that when price is stuck, the shape of the deal has more give than the number does: term length, payment timing, ramp, and scope each open a door a discount slams.
> `Inputs` — The stuck point: `{what's blocking — budget, price, risk}`. Deal economics: `{price, term, what a multi-year or annual prepay is worth to me}`. Their constraints: `{cash timing, fiscal calendar, risk appetite}`. Concession plan: `{paste from prompt 06}`.
> `Method`: (1) Generate three alternative structures — a multi-year with a price lock, an annual prepay for a modest break, or a ramped start that matches their adoption curve — each solving a different buyer constraint. (2) For each, state what it costs me and what it wins: cash, commitment, or a lower headline number I can defend. (3) Match the structures to their actual constraint — a cash-tight buyer wants deferred payment, a risk-averse one wants a shorter initial term with an option. (4) Write the two sentences that introduce a structure as help, not a trick: 'if budget is the wall this year, here's a shape that fits it.'
> `Constraints`: every structure must be one I can honor and defend to my own finance side — a clever structure I can't deliver is a future disaster. If none genuinely helps the buyer, say NO FIT and go back to value.
> `Output`: the three structures, the cost-and-win for each, the matched recommendation, the introduction lines.

Run it when a straight one-year deal is stuck — structure can find the yes a discount can't.

PRO MOVE Match the structure to the buyer's real constraint — a cash-tight buyer wants deferred payment, a risk-averse one wants a shorter first term with an option.

PROMPT 09 · NEGOTIATION AND CONCESSIONS

The walk-away calculator

The strongest position in any negotiation is an honest picture of your best alternative, because a seller who can't walk eventually concedes everything. Defining your true floor as a specific price and terms, not a feeling, is what lets you hold it calmly.

> You are an expert negotiation strategist with deep expertise in walk-away discipline — you know the strongest position in any negotiation is an honest picture of your best alternative, because a seller who can't walk concedes everything eventually.
> `Inputs` — This deal's value to me: `{revenue, strategic worth, quarter impact — honest}`. My alternative if it dies: `{other pipeline, the cost of the empty slot}`. Their alternative to me: `{competitor, build, do-nothing — honest read}`. The asks on the table: `{what they want}`.
> `Method`: (1) Define my true walk-away: the terms below which this deal is worse than no deal — a specific price, term, and condition set, not a feeling. (2) Assess their alternative honestly — if doing nothing or a competitor genuinely serves them, my position is weaker than I want to believe, and pretending otherwise loses deals slowly. (3) Identify the two or three points where I hold the stronger hand and the buyer doesn't know it — the switching pain, the timeline, the champion who wants me. (4) Write the walk-away sentence: the calm line I use if pushed past my floor, and the door I leave open in it.
> `Constraints`: the walk-away must be real — a bluff I won't honor is the worst position of all. If honestly I can't walk, say CAN'T WALK and tell me what that means for my asks.
> `Output`: my floor terms, the alternative read from both sides, the strong points, the calm line I say at the floor.

Run it before you negotiate anything real — a deal you can't walk from is a deal you can't close on your terms.

PRO MOVE Read the buyer's alternative honestly too; if doing nothing genuinely serves them, your hand is weaker than you want to believe and your asks should reflect it.

PROMPT 10 · NEGOTIATION AND CONCESSIONS

The closing proposal builder

A proposal is where you ratify a case already won, not where you argue one — a proposal that argues reopens closed doors. Mirroring the buyer's own criteria back in their order of importance makes the document read as already-decided.

> You are an elite proposal strategist with deep expertise in the closing proposal — you know a proposal is not where you make your case, it's where you ratify a case already won in conversation, and a proposal that argues is a proposal that reopens.
> `Inputs` — Everything agreed so far: `{price, scope, terms, decision criteria}`. The locked criteria: `{paste from prompt 04}`. Who reads this: `{champion, economic buyer, procurement}`. The next step I want it to trigger: `{signature, final meeting, legal}`.
> `Method`: (1) Structure the proposal to mirror their decision criteria in their order of importance — a buyer who sees their own priorities reflected back reads it as already-decided. (2) State price with its structure and its justification in one clean block — no burying, no apology, because a confident number reads as a fair one. (3) Write the summary that a forwarding champion can send with one line on top, since this document will travel to people I've never met. (4) End with the single, specific next step and its date — a proposal with no next step is a document that dies in an inbox.
> `Constraints`: no new information a stakeholder hasn't already heard — surprises in a proposal reopen closed doors. Keep it short enough to read on a phone. If the deal isn't actually ready for paper, say NOT READY and name what's still open.
> `Output`: the criteria-mirrored structure, the price block, the forwardable summary, the dated next step.

Run it when it's time to put the deal in writing — the proposal should confirm a decision, not open one.

PRO MOVE Write a summary the champion can forward with one line on top; the proposal will travel to people you've never met, so build it to survive the trip.

SECTION 03 / 05

Procurement, legal, and paper

Deals die in the last mile — in redlines, security questionnaires, and procurement queues nobody planned for. These five clear the paper before it clears you.

PROMPT 11 · PROCUREMENT, LEGAL, AND PAPER

The procurement navigator

Procurement is paid to extract concessions and slow the clock, and the rep who treats it as a formality watches a won deal rot in a queue. Mapping the path and arming the champion to advocate from inside protects both the close date and the price.

> You are an expert in procurement dynamics with deep expertise in what happens after the buyer says yes — you know procurement is paid to extract concessions and slow the clock, and a rep who treats it as a formality watches a won deal rot in a queue.
> `Inputs` — Where the deal stands: `{verbal yes, terms agreed, what's left}`. What I know about their procurement: `{process, contacts, thresholds}`. My champion's willingness to help push: `{honest}`. Mutual plan if I built one: `{paste from prompt 03}`.
> `Method`: (1) Map the procurement path: intake, review, negotiation, approval, signature — and the realistic weeks each adds, so I can protect my close date instead of discovering the delay. (2) Arm my champion to be my inside advocate — the exact ask that gets them to expedite, escalate, or at least warn me of a stall, because I can't push procurement but they can. (3) Anticipate the standard procurement asks — discount, payment terms, contract length — and pre-decide my response using my concession plan, so I don't renegotiate the whole deal at the finish. (4) Set the check-in cadence with procurement directly: professional, persistent, never pestering.
> `Constraints`: never let procurement reopen the commercial deal I already closed with the buyer — redirect price fights back to my champion. If procurement is being used to grind me with no intent to sign, say STALL TACTIC and tell me the tell.
> `Output`: the procurement path with timing, the champion-advocate ask, the pre-decided responses, the cadence.

Run it the moment the deal hands off to procurement — a stage that adds weeks reps never budget for.

PRO MOVE Redirect every procurement price fight back to your champion — you can't push procurement, but the buyer who chose you can.

PROMPT 12 · PROCUREMENT, LEGAL, AND PAPER

The redline triage

Most contract markups are standard risk-management, a few are real, and treating them all the same either gives away the store or blows up the deal. Sorting each redline into acceptable, negotiable, or hard-no lets you move fast on the easy ones and trade on the rest.

> You are an elite deal-desk operator with deep expertise in contract redlines — you know most markups are standard risk-management, a few are real, and a rep who can tell which is which saves weeks and looks like a pro to their own legal.
> `Inputs` — The redlines: `{paste the changed clauses or summarize them}`. My company's real positions: `{what we can and can't concede — liability, term, data, auto-renewal}`. Deal size and strategic value: `{context}`. The buyer's stated concerns: `{why they marked what they marked}`.
> `Method`: (1) Triage each redline into three buckets: standard-and-acceptable, negotiable-with-a-trade, and hard-no — because treating all three the same either gives away the store or blows up the deal. (2) For the negotiable ones, name what I'd want in return, connecting to my concession plan rather than conceding legal points for free. (3) Translate the two most important sticking points into plain business language I can discuss with the buyer directly, so legal-to-legal doesn't become a black box that stalls for a month. (4) Draft the message to my own legal that frames the deal's value and the commercial context, so they prioritize and pragmatize rather than maximally protect.
> `Constraints`: never agree to a clause outside my authority to sound accommodating — flag it and route it, because a promise I can't keep dies at signature. If a redline is a genuine dealbreaker on either side, say DEALBREAKER and name it plainly.
> `Output`: the triaged buckets, the trade asks, the two plain-language explanations, the note to legal.

Run it when legal sends the contract back marked up — before you panic or forward it blindly.

PRO MOVE Brief your own legal with the deal's value and commercial context so they prioritize and pragmatize rather than maximally protect.

PROMPT 13 · PROCUREMENT, LEGAL, AND PAPER

The security and compliance packet

A security review is both a real gate and a place deals quietly disappear, one unanswered questionnaire at a time. Packaging what you have proactively answers ten questions before they're asked and signals the maturity that speeds the review.

> You are an expert in enterprise security reviews with deep expertise in the vendor questionnaire — you know a security review is both a real gate and a place deals disappear, and the rep who runs it proactively closes weeks faster than the one who reacts to each email.
> `Inputs` — What they've asked for: `{SOC 2, questionnaire, pen-test results, DPA, whatever}`. What I actually have ready: `{certifications, docs, trust page}`. Who owns security on their side and mine: `{names or roles}`. Timeline pressure: `{close date at risk}`.
> `Method`: (1) Inventory the gap: what they need versus what I can produce today, and which missing item is the long pole that threatens the date. (2) Package what exists into a single proactive send — trust page, certifications, standard answers — so I answer ten questions before they're asked and signal maturity. (3) For gaps I can't fill, write the honest holding response and the escalation path to my security people, because vague reassurance on security destroys trust instantly. (4) Connect their security owner to mine directly where it unblocks speed, and set the cadence that keeps it moving.
> `Constraints`: never overstate a certification or compliance posture to keep a deal moving — a security misrepresentation is the one that ends careers, not just deals. If we genuinely fail a hard requirement, say HARD GAP and tell me whether an exception path exists.
> `Output`: the gap inventory, the proactive packet, the honest holding responses, the connection-and-cadence plan.

Run it when a security review lands — the questionnaire that quietly kills more enterprise deals than price.

PRO MOVE Connect their security owner to yours directly the moment it unblocks speed — security-to-security moves faster than everything relayed through you.

PROMPT 14 · PROCUREMENT, LEGAL, AND PAPER

The order form builder

A clean verbal yes dies on a wrong line item, a surprise fee, or a term the buyer's finance side seizes on. Reconciling the order form against every verbal promise and labeling each line pre-empts the review cycle that reopens a closed deal.

> You are an elite deal-desk specialist with deep expertise in the order form — you know the quote is where a clean verbal yes goes to die on a wrong line item, a surprise fee, or an ambiguous term the buyer's finance side seizes on.
> `Inputs` — The agreed deal: `{price, quantity, term, start date, discounts}`. What was promised verbally that must appear: `{any commitments — a locked renewal rate, a ramp, added scope}`. Their finance and procurement sensitivities: `{what they scrutinize}`. Close plan: `{paste from prompt 01}`.
> `Method`: (1) Reconcile the order form against every verbal promise — the fastest way to reopen a deal is a form that contradicts what the champion heard, so list each promise and confirm it appears. (2) Pre-empt the finance objections: label every line so no one has to ask 'what is this,' because an unexplained line triggers a review cycle. (3) Flag the fields most likely to cause a question — auto-renewal, payment terms, overage rates — and pre-write the one-line explanation for each. (4) Write the send message that frames the form as the easy final step and states exactly what to do with it and by when.
> `Constraints`: never let the paper say something different from what the buyer agreed to — even in my favor, the correction costs more trust than the gain is worth. If a promised term can't be honored on paper, say CAN'T HONOR before it ships, not after.
> `Output`: the promise reconciliation, the labeled line items, the flagged fields with explanations, the send message.

Run it before you send the order form — the document a careless line item can reopen a closed deal on.

PRO MOVE List every verbal commitment and confirm each appears on the paper — an order form that contradicts what the champion heard is the fastest way to lose a done deal.

PROMPT 15 · PROCUREMENT, LEGAL, AND PAPER

The signature-blocker sweep

Between 'yes' and 'signed' sits a graveyard of unspoken reasons, and a deal stuck at the one-yard line almost always has a cause the buyer hasn't said. Generating the likely silent blockers and surfacing the top one draws it into the open where it can be solved.

> You are an expert in deal-closing forensics with deep expertise in the silent signature blocker — you know that between 'yes' and 'signed' sits a graveyard of unspoken reasons, and the deal stuck at the one-yard line almost always has a cause the buyer hasn't said out loud.
> `Inputs` — Where it's stuck: `{what's done, what's not, how long}`. Last thing the buyer said: `{verbatim}`. Who still has to act: `{names and roles}`. What I've tried: `{so I don't repeat it}`.
> `Method`: (1) Generate the five most common silent blockers for a deal at this exact stage: an unsigned internal approval, a competing priority, cold feet, a stakeholder I haven't met, or budget that moved — ranked by fit to my facts. (2) For the top blocker, write the surfacing move: the specific, low-pressure question or artifact that draws it into the open, because a named blocker can be solved and a silent one only festers. (3) Design the path around each likely blocker — who I recruit, what I provide, what makes acting easier than delaying. (4) Set the honest tripwire: the date or non-response point where this deal moves from committed to deprioritized, so I stop forecasting a corpse.
> `Constraints`: no chasing, no 'just checking in,' no manufactured deadline — pressure on a silent blocker deepens it. If the honest read is that the deal is already lost, say IT'S LOST and tell me the postmortem question to ask.
> `Output`: the ranked blockers, the surfacing move, the paths around, the tripwire.

Run it when everything's agreed but nothing's signed — find the quiet blocker before it costs a quarter.

PRO MOVE Set an honest tripwire date where the deal moves from committed to deprioritized, so you stop forecasting a corpse.

SECTION 04 / 05

Urgency without theater

Fake deadlines and expiring discounts insult smart buyers and poison renewals. These five build urgency from what's true — the buyer's own clock, not yours.

PROMPT 16 · URGENCY WITHOUT THEATER

The compelling-event finder

A deal with no real reason to act by a date will slip forever no matter how good the fit. Hunting for a genuine event in the buyer's world — a renewal, a deadline, an active cost — is what separates a forecast from a wish.

> You are an elite deal qualifier with deep expertise in the compelling event — you know a deal without a real reason to act by a date will slip forever no matter how good the fit, and that inventing urgency where none exists just teaches the buyer to distrust you.
> `Inputs` — The deal: `{stage, fit, champion}`. What's happening in the buyer's world: `{deadlines, initiatives, contract expirations, exec pressure, growth, pain points}`. What they've said about timing: `{verbatim}`. Close plan: `{paste from prompt 01}`.
> `Method`: (1) Hunt for a genuine compelling event in their reality — a contract renewal, a fiscal deadline, a launch, a compliance date, a problem that's actively costing them — not a discount I invented. (2) If one exists, connect my solution to it explicitly: the reason acting by their date serves their goal, in their words. (3) If none exists, say so honestly and write the two questions that would surface a real one, or the diagnosis that this deal has no natural urgency and will move only when the buyer's world creates it. (4) Rate the deal's true urgency 1-10 with reasoning, so I forecast it honestly instead of hopefully.
> `Constraints`: never invent a deadline or dress a discount up as urgency — the buyer knows, and it costs the relationship. If there is genuinely no compelling event, say NO EVENT and tell me to reforecast rather than pressure.
> `Output`: the compelling event or its honest absence, the connection to my solution, the surfacing questions, the urgency rating.

Run it when a deal has everything but a reason to sign now — no real deadline, no real close.

`PRO MOVE` Rate the deal's true urgency one to ten and forecast on that number, not on how much you want it to close.

PROMPT 17 · URGENCY WITHOUT THEATER

The delay-cost quantifier

At the close the question isn't whether to buy but whether to buy now, and a specific weekly cost of waiting moves a drifting deal that a feature never will. Computing it from figures the buyer already conceded makes the delay feel expensive without a single invented number.

> You are an expert business-case builder with deep expertise in the arithmetic of delay — you know that at the close, the question isn't whether to buy but whether to buy now, and a specific weekly cost of waiting moves a drifting deal that a feature never will.
> `Inputs` — The value they'll get once live: `{the outcome, quantified if possible — time saved, revenue, cost avoided}`. Their compelling event if I found one: `{paste from prompt 16}`. When they could realistically go live: `{date}`. The raw numbers they've admitted: `{hours, deals, error rates}`.
> `Method`: (1) Compute the cost of each week the decision waits, using only figures they've conceded — round down, show every step, and separate their numbers from my assumptions so they can attack an assumption without the whole case falling. (2) Tie the delay cost to their compelling event: if a real deadline exists, show what slipping the signature does to hitting it. (3) Express it three ways — per week, until their event, and against the price — because the weekly framing is what makes 'let's wait a month' feel expensive. (4) Write the two sentences that introduce the math without sounding like a threat or a spreadsheet.
> `Constraints`: conservative beats impressive — a number they can't argue with beats three they can. If their admitted figures can't support credible math, say NOT ENOUGH and give me the two questions that get the missing numbers.
> `Output`: the weekly cost with math, the event tie-in, the three framings, the spoken introduction.

Run it when they agree but drift — put a number on each week the signature waits.

PRO MOVE Express the cost per week, not per year — the weekly framing is what makes 'let's wait a month' land as a real price.

PROMPT 18 · URGENCY WITHOUT THEATER

The incentive with integrity

A time-bound offer either accelerates a genuine decision or reeks of a used-car lot, and the difference is whether the deadline is real and the reason stated. Tying the incentive to a true event and framing it as a mutual trade keeps it from training the buyer to wait for the next one.

> You are an elite pricing strategist with deep expertise in the honest incentive — you know a time-bound offer can accelerate a genuine decision or reek of a used-car lot, and the difference is whether the deadline is real and the reason is stated out loud.
> `Inputs` — The incentive I can actually offer: `{what and its real cost to me}`. Why it has a genuine deadline: `{quarter, fiscal reason, capacity, onboarding cohort — the true reason, or none}`. The deal's real state: `{are they actually close to deciding}`. Concession plan: `{paste from prompt 06}`.
> `Method`: (1) Test whether an incentive is even appropriate — if the deal isn't near a decision, an incentive is a bribe that trains them to wait for the next one; say so if that's the case. (2) If appropriate, tie it to a real, explainable deadline — 'our onboarding cohort starts the first' beats 'this price expires Friday' with no reason. (3) Frame it as mutual: what the buyer does to earn it and by when, so it's a trade, not a plea. (4) Write the exact offer language — confident, reasoned, warm but firm — and the line I hold if they ask for the incentive without the commitment.
> `Constraints`: never a fake deadline, never an incentive that undercuts a customer who paid full freight — both come back to bite. If there's no honest deadline to attach, say NO REAL DEADLINE and don't fabricate one.
> `Output`: the appropriateness verdict, the deadline rationale, the mutual frame, the offer language and the hold line.

Run it when you have a real reason to offer a time-bound incentive — and want it to land as fair, not desperate.

PRO MOVE If the deal isn't genuinely near a decision, skip the incentive entirely — offered early it's a bribe that teaches the buyer to stall for more.

PROMPT 19 · URGENCY WITHOUT THEATER

The mutual-timeline pressure test

A close date the buyer nodded at is not a close date they own, and the gap between the two is where forecasts die. Stress-testing each milestone for a named owner and a real deadline separates the dates that will hold from the hopeful placeholders.

> You are an expert deal inspector with deep expertise in timeline realism — you know a close date the buyer nodded at is not a close date they own, and the gap between the two is where forecasts go to die.
> `Inputs` — The agreed or assumed timeline: `{paste from prompt 03 if I built the mutual plan}`. What the buyer has actually committed to versus merely acknowledged: `{honest split}`. Steps outside the buyer's control: `{legal, procurement, security}`. My forecast category for this deal: `{commit, best case, pipeline}`.
> `Method`: (1) Stress every date: for each milestone, is it owned by a named person with a real deadline, or is it a hopeful placeholder — because only owned dates survive contact with a busy quarter. (2) Find the weakest link: the single step most likely to slip and drag the close date with it, and what would firm it up this week. (3) Test my forecast against reality: does the evidence justify the category I've put this in, or am I forecasting my hope? Recategorize honestly. (4) Write the buyer conversation that firms a soft date into a real one without pressure that breaks trust — usually a question about their constraint, not mine.
> `Constraints`: honesty over optimism — a deal I want to close this quarter is not a deal that will. If the timeline is soft with no firming move available, say NOT COMMITTABLE and tell me the true category.
> `Output`: the date-by-date stress test, the weakest link with its fix, the honest forecast, the firming conversation.

Run it when the buyer's dates feel soft — pressure-test the plan before you forecast on it.

PRO MOVE Recategorize the forecast honestly against the evidence — a deal you want to close this quarter is not the same as a deal that will.

PROMPT 20 · URGENCY WITHOUT THEATER

The quarter-end honesty play

The moment your need to close leaks into your voice, the buyer gains the whip hand and every concession gets more expensive. Separating your urgency from theirs keeps a panic discount from setting a price that costs margin for the life of the account.

> You are an elite closer with deep expertise in the quarter-end trap — you know the moment your need to close leaks into your voice, the buyer gains the whip hand and every concession gets more expensive.
> `Inputs` — What I need this quarter and why: `{honest — quota, comp, pressure}`. The deal's real readiness: `{closeable now, or am I forcing it}`. What I'm tempted to offer to pull it in: `{the discount or term I'm eyeing}`. Concession plan: `{paste from prompt 06}`.
> `Method`: (1) Separate my urgency from theirs: is there a real reason for the buyer to close this quarter, or only a reason for me — because only their reason is usable, and mine must never show. (2) If there's a legitimate mutual reason to accelerate, write the honest ask that names it without begging. (3) If the only clock is mine, design the offer that pulls the deal in without torching price integrity or next year's renewal — a real, reasoned incentive, or the discipline to let it land next quarter clean. (4) Write the note to myself: what I will not give away to hit a date, decided now while I'm calm.
> `Constraints`: never let quarter-end desperation set the price — a panic discount costs margin forever. If the deal genuinely isn't ready, say LET IT SLIP and forecast it honestly.
> `Output`: the urgency separation, the honest accelerate ask or the hold decision, the offer that protects price, the note I write to myself.

Run it at quarter-end when you want the deal now and the buyer can smell it — protect the deal from your own pressure.

PRO MOVE Decide what you won't give away while you're calm and write it down — concessions chosen at quarter-end under pressure are always too generous.

SECTION 05 / 05

The close and the save

This is the ask, the signature, and the rescue when a sure thing wobbles at the line. These five get the pen moving — and get it moving again when it stops.

PROMPT 21 · THE CLOSE AND THE SAVE

The closing-question sequence

The ask for the business should feel like the natural next sentence, not a lurch into 'so, ready to sign?' that undoes an hour of trust. A summary close that replays their own criteria makes the yes a confirmation of what they already believe.

> You are an elite closer with deep expertise in the closing sequence — you know the ask for the business should feel like the natural next sentence after a conversation that earned it, and that a lurch into 'so, ready to sign?' undoes an hour of trust.
> `Inputs` — Where the deal really stands: `{what's agreed, what's open}`. The locked decision criteria: `{paste from prompt 04}`. The buyer's temperature: `{enthusiastic, cautious, mixed}`. Who's in the room for the ask: `{names, roles}`.
> `Method`: (1) Build the summary close: replay their criteria and how the solution meets each, in their words, so the yes is a confirmation of what they already believe, not a leap. (2) Write the trial close that tests readiness before the real ask — 'is there any reason we couldn't get started by `{date}`?' — because the answer tells me whether to close or to surface a blocker. (3) Give me three closing questions calibrated to their temperature: assumptive for the enthusiastic, alternative-choice for the cautious, and the direct ask for the ready — with the exact words for each. (4) Script the silence: after the ask, I stop talking, and here's what I do with the pause instead of filling it.
> `Constraints`: never close past an unresolved concern — a signature pressured over a live doubt becomes a churn in ninety days. If the trial close reveals they're not ready, say NOT READY and route me to surface the blocker first.
> `Output`: the summary close, the trial close, the three calibrated asks, the silence script.

Run it when it's genuinely time to ask — the sequence that moves from agreement to signature without a lurch.

PRO MOVE After the ask, stop talking — the silence is doing the work, and the rep who fills it negotiates against himself.

PROMPT 22 · THE CLOSE AND THE SAVE

The verbal-to-signature bridge

The hours after 'yes, let's do it' are when deals silently unravel, as second thoughts and forgotten stakeholders creep into the gap before ink. Locking the yes in writing and stripping every avoidable step denies second thoughts the time they need to grow.

> You are an expert in closing momentum with deep expertise in the verbal-yes gap — you know the hours after 'yes, let's do it' are when deals silently unravel, as second thoughts, forgotten stakeholders, and cooling enthusiasm creep into the space before ink.
> `Inputs` — The verbal commitment: `{what exactly they said yes to}`. What stands between yes and signature: `{paper, approvals, procurement}`. The buyer's momentum: `{hot, cooling}`. Mutual plan if I have one: `{paste from prompt 03}`.
> `Method`: (1) Lock the moment: the exact next-step message to send while enthusiasm is highest, confirming the yes in writing and stating the single immediate action — because a documented yes is harder to walk back than a spoken one. (2) Compress the path to signature: strip every avoidable step, pre-fill every form I can, and remove the friction that gives second thoughts time to grow. (3) Keep the champion warm through the gap: the light-touch cadence that maintains momentum without pestering, and the value I add between now and signing. (4) Pre-spot the unraveling risks — a stakeholder who wasn't in the room, a procurement surprise — and address each before it surfaces.
> `Constraints`: move fast without looking anxious — speed framed as service, not desperation. Never assume a verbal yes is a done deal until it's signed. If the verbal itself was soft or conditional, say SOFT YES and tell me what to firm before I send paper.
> `Output`: the lock-the-moment message, the compressed path, the warm-through cadence, the pre-spotted risks.

Run it the hour after a verbal yes — the most fragile moment in the deal, when momentum quietly leaks away.

PRO MOVE Send the confirming next-step message while enthusiasm is highest — a documented yes is far harder to walk back than a spoken one.

PROMPT 23 · THE CLOSE AND THE SAVE

The deal-saver

A deal that wobbles at the finish is rarely dead — it's usually hit by one specific late force, and reacting to the wrong one accelerates the loss. Diagnosing the exact cause before moving is what saves the deal the panicking rep gives away with a discount.

> You are an elite deal rescuer with deep expertise in the late-stage save — you know a deal that wobbles at the finish is rarely dead, just hit by one specific late force, and the rep who diagnoses that force before reacting saves the deal the panicking rep loses.
> `Inputs` — What just changed: `{the new development — a stakeholder, a competitor, a budget freeze, silence}`. Where the deal was before it: `{how close}`. What I know about the cause: `{facts, not fears}`. The close plan and criteria: `{paste from prompt 01 and prompt 04}`.
> `Method`: (1) Diagnose the wobble precisely: a new decision-maker with different criteria, a competitor's late play, cold feet, or an external change — each needs a different save, and reacting to the wrong one accelerates the loss. (2) For the diagnosed cause, design the specific counter: re-sell a new stakeholder from scratch, neutralize a competitor's claim with the criteria I already locked, or address the real fear behind cold feet. (3) Recruit the champion to fight from inside, since a late save is usually won by them — arm them for exactly this. (4) Set the honest read: is this a savable wobble or a deal telling me it was never as closed as I thought?
> `Constraints`: no desperation moves — a panic discount or a guilt trip confirms the buyer's doubt. Diagnose before acting. If the deal is genuinely gone, say IT'S GONE and protect the relationship for the next cycle.
> `Output`: the wobble diagnosis, the targeted counter, the champion mobilization, the honest read.

Run it when a near-certain deal suddenly wobbles — a new voice, cold feet, a competitor's last swing.

PRO MOVE Route the late save through your champion — a last-minute rescue is almost always won from inside the account, not by you.

PROMPT 24 · THE CLOSE AND THE SAVE

The pre-signature concern sweep

Every buyer harbors a last quiet concern between agreement and signature, usually a personal risk rather than a product gap. The concern you invite before sending paper is the one that doesn't reappear as buyer's remorse or a ninety-day churn.

> You are an expert in closing psychology with deep expertise in the final doubt — you know that between agreement and signature every buyer harbors a last quiet concern, and the one you invite before sending paper doesn't reappear as buyer's remorse after.
> `Inputs` — Where the deal stands: `{agreed, ready for paper}`. What the buyer has and hasn't voiced: `{stated concerns, plus my read on what's unsaid}`. The stakes for them personally: `{career risk, budget defense, exposure}`. Decision criteria: `{paste from prompt 04}`.
> `Method`: (1) Predict the most likely unspoken final concern for this buyer — usually a risk to them personally, not a product gap: what if it fails, what will my boss say, what if I'm wrong. (2) Write the invitation that surfaces it safely — 'before we paper this, what would make you nervous six months from now?' — because a concern voiced is one I can answer, and a concern buried becomes a stall or a churn. (3) For the likely concern, prepare the honest reassurance and the concrete de-risker: a pilot term, a success plan, an exit clause — proof, not promises. (4) Confirm the yes is whole: nothing left that would make them hesitate at signature.
> `Constraints`: don't talk them out of a doubt — draw it out and answer it, because a suppressed concern signs and then churns. If a surfaced concern is actually a dealbreaker, say REAL DOUBT and address it before any paper moves.
> `Output`: the predicted concern, the surfacing invitation, the reassurance and de-risker, the wholeness check.

Run it before you send the contract — surface the last unspoken doubt now, while you can still answer it.

PRO MOVE Ask what would make them nervous six months out — a doubt drawn into the open can be answered, while a suppressed one signs and then cancels.

PROMPT 25 · THE CLOSE AND THE SAVE

The closing-table simulator

Reps rehearse discovery and then freeze at the closing table, where a shrewd buyer's discount grab or sudden cold feet costs real margin. Sparring the final negotiation against a buyer who punishes every naked concession builds the price discipline that scripts can't.

> You are a shrewd `{job title}` at a `{company size}` `{industry}` company in the final negotiation to buy — ready to sign, but only on the best terms you can extract, and fluent in every discount ask, delay, and stall a real buyer uses at the closing table. You are not making this easy.
> `Inputs` — My product and price: `{one line}`. The scenario: `{final negotiation, procurement push, verbal-yes-then-cold-feet — pick one}`. My weakness: `{where I fold — price, urgency, silence}`. What I'm bringing: `{my concession plan from prompt 06}`.
> `Method`: (1) Open in character with a realistic closing-stage move against my named weakness — the discount grab, the 'let me think,' the sudden new stakeholder — not a strawman. (2) React the way a real closing buyer would: reward a held price and a clean trade with progress toward signature, punish a naked discount or an anxious tone by pushing harder, and layer a second ask when I clear the first. (3) Run six exchanges, staying fully in character through to a signature or a walk. (4) Break character and coach: score me 1-10 on price discipline, trading versus giving, and composure — quote my best line, my worst, and rewrite the worst the way a top closer would.
> `Constraints`: no mercy in the six exchanges. In coaching, one priority fix only. If I closed it cleanly, say CLEAN CLOSE and tell me what I did right so I repeat it.
> `Output`: the live negotiation, then the scorecard with quotes and the rewrite.

Run it before any high-stakes closing conversation — spar the final negotiation before you live it.

PRO MOVE Run it before any high-stakes close and feed in your concession plan, so you practice trading the exact levers you'll actually have.

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