

Secrets Of Closing The Sale

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Secrets Of Closing The Sale

Full of entertaining stories and real-life illustrations, Secrets of Closing the Sale will give you the strategies and guidelines you need to become proficient in the art of effective persuasion. You will learn how to: - project warmth, enthusiasm, and integrity - effectively use over one hundred creative closes

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Zig Ziglar's Secrets of Closing the Sale: For Anyone Who ...

Closing is the most important part of any sale. It is often also the most difficult. Ian Seymour has personally closed more than \$32 million in retail sales one on one. Now he wants to share "the secrets of professional sales closing" with salespeople everywhere and turn each salesperson into a real PRO-CLO (a professional sales closer).

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Ziglar Inc - Secrets Of Closing The Sale By Zig Ziglar ...

Kevin Harrington is the founder of the Secrets of Closing the Sale Master Class. A successful entrepreneur for more than 40 years, Harrington was also an original shark from the hit TV show Shark Tank and is the author of several bestselling books.

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This book by Zig Ziglar is the combination of "Ziglar on Selling" and "The secrets of closing the sale" In which he discusses the details of his sales life and how he can in his words see you at the top. Ziglar is a selling master but methods to get past every questions, objection and rejection.

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