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Tested Sales

Closing Techniques

with Tom Hopkins

Secrets of Closing

the Sale

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Closing Brian

Tracy: The Art of  
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Start Closing

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The Art Of Closing

Sales Zig Ziglar:

Secrets of Closing

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the Sales Book

Summary ~~5 Killer~~

~~Sales Techniques~~

~~Backed By Science~~

Clients Say, \ "I'll

get back to you.\ "

And You Say, \ "... \ "

3 Simple Steps To

Close A Sales Deal

□ Client says, \ "Let

Me Think About it.\ "

and You say, \ "... \ "

Closing the Sale: 9

Common

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~~Objections 15 Jobs  
That Can Make You  
a Millionaire Clients  
Say, \"How much is  
it?\" And You Say,  
\"...\" Think Fast,  
Talk Smart:  
Communication  
Techniques Secrets  
of Closing the Sale  
: Zig Ziglar seminar  
Sell More Books +  
Where You Can Sell  
Your Book~~



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~~Advanced Closing,~~

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Girard: How to

Close Every Sale

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How to Get the

Sale - Secrets of

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Charles Roth:

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Secrets Of Closing Sales, by Charles B. Roth. Book Review.

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SECRETS TO  
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How to Close a Sale with a Tough Customer

Acknowledge your customer's anger. Stay calm. Clear your mind of all other clients. Make it clear that you are sincerely concerned. Don't hurry your client. Adopt a what-have-

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I-got-to-lose attitude. (Don't confuse this with a devil-may-care attitude.) Stay ...

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## Sales Closing For Dummies

Shows you how. Packed with powerful principles that can help you become a top-producing salesperson, Sales Closing For Dummies is the ultimate guide to mastering that most mysterious part of the selling equation. Tom

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Hopkins, the legendary sales genius who, by age 30 was the nation's leading real-estate trainer, demystifies closing and shows what it takes to be a champion closer, including how to:

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methods that lead  
to the close time  
and time again.

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Without the close,  
there is no sale.  
Pretty obvious,  
right...

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28 June 2010. The hardest part of the sale is actually asking for it (closing). This book covers exactly that. It gives you the when, why and how of actually making the sale. Without this skill you might just as well give up selling as a career.

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and bowing out gracefully, readers will learn how to keep their composure, avoid making costly mistakes, and increase sales significantly.

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