

# The Art Of Closing Any Deal How To Be A Master Closer In Everything You Do

Secrets of a Master Closer  
Secrets of a Master Closer  
The Closers - Part 1  
Secrets of a Master Closer (Russian Edition)  
The Art of Closing Any Deal  
Summary of Mike Kaplan's Secrets of a Master Closer  
The Art of Closing Any Deal  
Master the Closers Mindset Breakthrough  
SECRETS OF A MASTER CLOSER  
The Art of Closing Any Deal  
Secrets of a Master Closer Book  
Master Closer  
The Journey of a Time-Share Master Closer  
Always Be Closing  
The Closers  
The One Minute Closer  
Negotiate Your Way to Success  
Secrets Of A Master Closer  
Car Sharks and Closers  
Zero-Resistance  
Selling Mike Kaplan  
Mike Kaplan Ben Gay III  
Mike Kaplan James W. Pickens  
Milkyway Media James W. Pickens  
Ben Gay William Brennan  
James W. Pickens Katherine Young  
John Fenton ALDEAN HALE (SR.)  
Omid Kazravan Jim Pickens  
James W. Pickens D. Davis  
Turner Napoleon Wobbleton  
Gary Swanson Maxwell Maltz

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if you want to know step by step how to quickly easily and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends family and colleagues then you want to read this book here s the deal at its core selling isn t a patchwork of cheesy closing techniques annoying high pressure tactics or gimmicky rebuttals true

salesmanship follows very specific laws has very specific steps and stages and leaves a customer feeling happy and helped it's honest respectful enlightening friendly and done with real care it's the type of selling that wins you not only customers but fans not coincidentally this is the type of selling that truly great salespeople have mastered this is the type of selling that keeps pipelines full and moving and that builds a strong loyal customer base that continues to give back to you in the form of customer loyalty reorders and referrals well that's what this book is all about it will give you a crystal clear picture of the exact steps that every sale must move through and why and how to methodically take any prospect through each and eventually to the close and how to do it with integrity and pride in this book you'll learn things like the eight precise steps of every sale leave any out and you will struggle use them all correctly and you will be able to close unlimited sales how to easily discover which prospects can use and pay for your product service and which can't time is your most valuable commodity as a salesperson and if wasted it costs you money the true purpose of the presentation and the crucial often missing steps that need to be taken first if you're making the same presentation mistakes as most other salespeople this chapter alone could double your sales learn how to smoothly create an abundance of closing opportunities and know when to act on them and close this is the hallmark of every master closer learn it use it and profit why it's a myth that you need to know multiple ways to close deals learn this one simple method and you'll be able to use it to close all of your sales simple formulas to turn any objection into a closing opportunity use them and never fear hearing a prospect's objection ever again and a whole lot more this is more than a just a book really it's a step by step sales training course each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process if you are new to sales make this book the first one you read and you will greatly increase your chances for quick success if you are a seasoned veteran and are looking for ways to improve your numbers this book will help you make your sales goals a reality special bonus for readers with this book you'll also get a free road map from the author that lays out in a pdf chart every step and key principles taught in the book print it out and keep it handy because it makes for a great cheat sheet to use while selling or just to refresh on what you've learned scroll up click the buy button now learn the secrets of master closers and use them to sell more sell easier and sell faster

if you want to know step by step how to quickly easily and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends family and colleagues then you want to read this book here's the deal selling is at its core isn't a patchwork of cheesy closing techniques annoying high pressure tactics or gimmicky rebuttals true

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showing how to read the customer s emotions this classic gives readers the inside knowledge to overcome any barrier and successfully make the close every time

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just started a business or struggling to close sales working hard to drive up sales but seem to often hear it's too expensive i'll have to talk to my partner or i'm not ready to make a decision yet for most sales people closing is the most difficult element of the selling process sales reps meet with prospects dazzling them with exquisite presentations only to see the sale inexplicably fall through what if you could consistently close deals imagine being able to get more customers and skyrocket sales without resorting to outdated strategies sales reps that put the customer's needs ahead of their own are rewarded with loyal customers credibility recognition and referral business the sales game is all about who you are as a person and how you sell yourself in this book you'll discover the groundbreaking platinum rule this alone can easily double your sales how to harness energy determination and

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james w pickens gives you all the tools you need to win over your prospects and send your sales figures soaring let one of america's most respected sales educators teach you how to close virtually every sale with his most valuable professional secrets gathered from all over the world you'll discover more than 100 tips including how to close people in specific professions bond with customers connect them to your product and use body language to make your case 65 home run one liners quick closing statements to drive your pitch home 13 seal the deal closes powerful arguments that work their magic in a minute elicit your client's true objections to the sale and persuade him or her to buy your product or service the single most powerful close of all that can convince almost any customer to sign on the dotted line increase your knowledge of human behavior sharpen your skills and in no time at all become that master salesperson who is the one minute closer

learn powerful closing and sales negotiation tactics that unlock yes and seal the deal each year sales professionals leave billions of dollars on the table because they are outgunned outmaneuvered and outplayed by savvy buyers who have been schooled in the art and science of negotiation in this closing sales book you will discover meet a smart gal

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