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If there is a need from the buyer's standpoint and they have the money, Zig Ziglar's book, "Secrets of Closing the Sale", will show you how to close the sale EVERY TIME. You will learn different closing techniques to connect with the buyer.

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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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Secrets Of Closing The Sale By Zig Ziglar (Complete With Brand New Contributions From Kevin Harrington) \$ 26.99 From the psychology of closing to the nuts and bolts of selling, it's no wonder this is the only fully-dedicated sales book to make the New York Times Best-Seller list.

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Zig Ziglar lets you in on the secrets of his own sure-fire, tested methods: Over 100 successful closings This new guide by America's #1 professional in the art of persuasion focuses on the

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most essential part of the sale—how to make them say "Yes, I will!"

~~Zig Ziglar's Secrets of Closing the Sale by Zig Ziglar~~

Zig Ziglar's Secrets of Closing the Sale (Book Summary) This highly acclaimed book contains relatable anecdotes, practical applications, and closing techniques that can help readers persuade just about anybody.

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It is training, just like anything else, in time you'll be able to use all of "Secrets of Closing the Sale". Secrets of Closing the Sale has 37 chapters filled with "keys" that could help you close the sale. It's also split into 7 big parts, so it'll be easy to remember the information in a more structured way. We think it's very enjoyable and easy to read because Zig Ziglar writes with humor and paints vivid pictures when explaining situations.

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~~Secrets of Closing the Sale Summary – Zig Ziglar | 12min Blog~~

There is no such thing as a good salesman who is a poor closer if you cannot close you cannot sell. If you fall short in any part of the sales process including the close, you can not sell. Period. Do not try to close before you have established in the prospect's mind significant value for what you are selling.

~~Secrets of Closing the Sale Summary | Chapters, PDF ...~~

Secrets of Closing the Sale by Zig Ziglar – 12 CDs \$169.00 Zig shares tips and techniques from his vast wealth of sales experience. His insights will prove to you over and over why this is the definitive how-to sales program.

~~Ziglar Inc – Secrets of Closing the Sale by Zig Ziglar ...~~

1 The Core Secret: The Key to Sales Success 15. Part 1 The Psychology of Closing. 2 The "Household Executive" Saleslady 29. 3 Making "King" Customer the Winner 38. 4 Credibility: The Key to a Sales Career 49. 5 Commonsense Selling 57. 6 Voice Training to Close Sales 65. 7 The Professional Sells and Delivers 77. Part 2 The Heart of Your Sales Career

~~Secrets of Closing the Sale by Zig Ziglar, Kevin ...~~

Zig Ziglar shares with the reader how he overcame obstacles in achieving success in his life, professionally, and personally. He uses stories to show examples of the "Secrets" to closing deals. Many of the stories he shares with the reader are stories about how he was closed by good, professional sales people.

~~Zig Ziglar's Secrets of Closing the... book by Zig Ziglar~~

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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~~Secrets Of Closing The Sale, Updated Ed.: Ziglar, Zig ...~~

About Zig Ziglar's Secrets of Closing the Sale Learn the secrets of persuasion and successful salesmanship from bestselling author Zig Ziglar in this inspirational book. Doctors, housewives, ministers, parents, teachers...everyone has to "sell" their ideas and themselves to be successful.

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