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

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

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.

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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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