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effective If you want to learn more about the art of successful closing scroll up and click add to cart now **The Complete Idiot's Guide to Closing the Sale** Keith Rosen MCC,2007-02-06 Traditional and gimmicky closing techniques are dead Never be scared or reluctant to ask for the sale again and enjoy the confidence and peace of mind in knowing you have a process that works Tap into Keith Rosen s unique permission based approach to having a selling conversation with your prospects that fits your style rather than having to pitch and close This book gives you the edge over your competition by showing you step by step how to get to yes more often by aligning your selling approach with the prospect s preferred buying process and communication style without any pressure manipulation or confrontation You ll also get exactly what to say in any selling situation as well as the dialogue that the world s greatest salespeople use to defuse objections ask for the sale and close the deal Plus more than 100 case studies templates and scripts you can use with Keith s powerful process driven selling approach Discover The five steps that make your sales presentations objection proof A step by step system that prevents cancellations improves client retention and boosts referrals Proven permission based closing strategies that get more prospects to yes The real reasons for price objections and why dropping your price will lose the sale Three steps to defuse every objection especially the ones you create Questions you re not asking that turn more prospects into clients Effective negotiation strategies A proven method to boost your confidence and self esteem permanently **Secret of Closing the Sale** Dr Lakdawala,2016-05-09 What is the best way to persuade someone to take action Do our customers clients or patients believe that we are looking out for their best interests These are just a couple of questions that successful professionals need to ask every day 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 increase productivity and professionalism overcome the basic reasons people will not buy deal respectfully with challenging prospects Zig Ziglar s principles of success are easy to understand and apply yet they have a far reaching impact By using his proven methods you will be able to face your prospects with enthusiasm and confidence In the past 36 years I have read over 100 self help books for salespeople Most of them are written by theoreticians who have never paid their dues in face to face selling Zig s book excites me because every idea presented has been tested in the field by Zig or another master salesperson A salesperson who doesn t own this book is underprivileged D John Hammond American Motivational Association **Secrets of Closing Sales** Charles B. Roth,1958 *The 100 Best Business Books of All Time* Jack Covert,Todd Sattersten,2011-11-01 Thousands of business books are published every year Here are the best of the best After years of reading evaluating and selling business books Jack Covert and Todd Sattersten are among the most respected experts on the category Now they have chosen and reviewed the one hundred best business titles of all time the ones that deliver the biggest payoff for today s busy readers The 100 Best Business Books of All Time puts each book in context so that readers can quickly find solutions to the problems they face

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Secrets Of Closing The Sale Clemente Dause,2021-02-11 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 named PAM and learn why finding PAIN AUTHORITY and MONEY will assure your next high dollar sales deal Find out why adding a Maverick to your sales teams can catapult your sales and bring in more high dollar deals Discover how companies with small marketing budgets can win million dollar deals Learn how today s high dollar customer differs from what you may think Understand the latest steps to pursue and close the biggest deals in your space Learn the six steps you should be taking after closing a high value sale Figure out how to get around the major obstacles every salesperson will face with high dollar sales deals Discover how the PAM sales process has identified closed and delivered high value deals with the largest most respected brands on the planet Gain much more knowledge about finding developing and closing high dollar deals This book will give the strategies tactics techniques skills and human influence frameworks required to become a powerful and effective sales negotiator **29i - Mastering Your Sales Psyche**

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