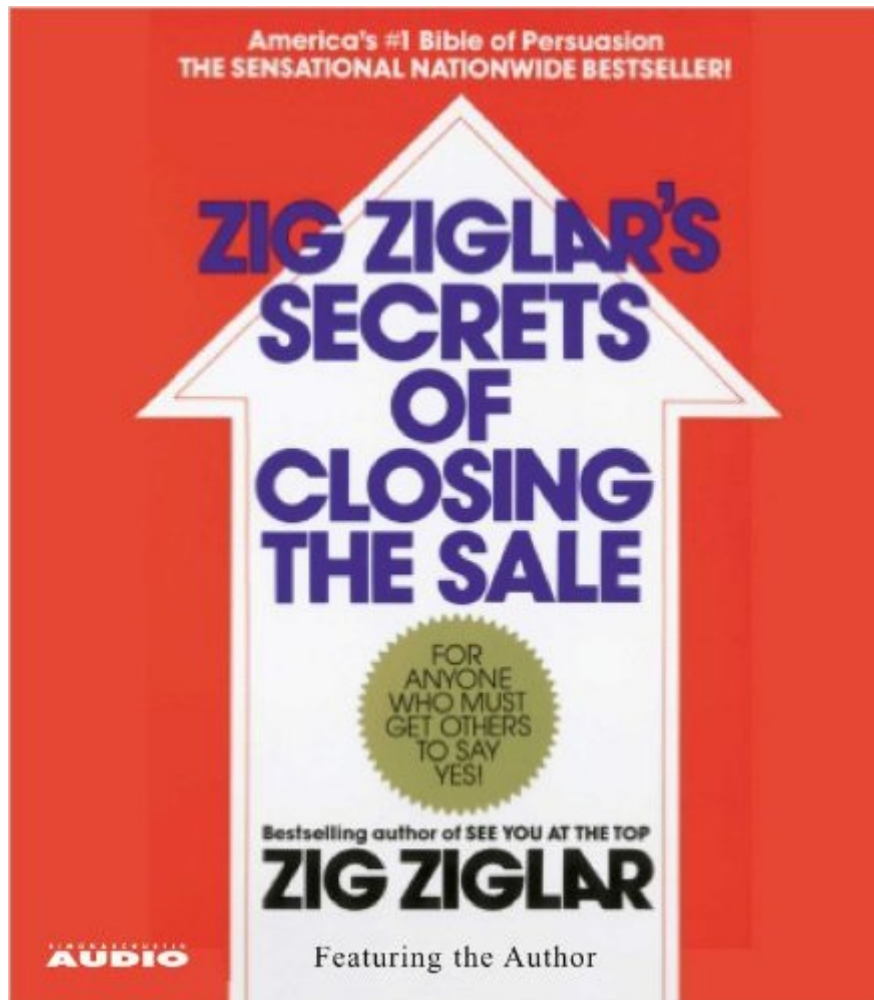


The book was found

The Secrets Of Closing The Sale



Synopsis

MAKE 'EM SAY YES All of us are involved in selling every day. Whenever we present a product or a principle, inform a client, or instruct a child, we are engaging in the art of effective persuasion. Allow America's master of the art of selling explain proven, practical sales techniques all of us can use every day. He provides vital strategies for specific closes, hundred of sales questions, and dozens of persuasion procedures to help everyone sell their ideas, or themselves. No matter what your age, gender, occupation, or lifestyle, these proven techniques from America's selling sensation can work for you.

Book Information

Audio CD: 16 pages

Publisher: Simon & Schuster Audio; Abridged edition (February 1, 2004)

Language: English

ISBN-10: 0743537254

ISBN-13: 978-0743537254

Product Dimensions: 5 x 1 x 5.8 inches

Shipping Weight: 8 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (282 customer reviews)

Best Sellers Rank: #143,915 in Books (See Top 100 in Books) #11 in [Books > Books on CD > Children's Fiction > Educational](#) #56 in [Books > Children's Books > Education & Reference > Money & Saving](#) #104 in [Books > Books on CD > Business > General](#)

Customer Reviews

I owe Zig Ziglar. Big time. This book increased my ability to demonstrate and sell our service dramatically after one read. Zig tells you and then sells you on the fact that you've gotta read his book three times: once with quick notes in the margins, a second time with thorough notes and a third time with a steno pad so you can make your own "Secrets of Closing the Sale." I've purchased three copies of this book. Two for myself, one to give out to my staff. I started out thinking about sales in the same way most people do - sleazy scumbags out to make a fast buck. I started out wanting to make more money. I ended up learning that "You can have anything in the world you want if you'll just help enough other people get what they want." Ziglar teaches you, from the beginning, that there's no room for success in a salesman's career if he's taking the fast route, making the quick sale and then locking the door behind him. Ziglar teaches you that if you want to make a living in the profession of selling you have to truly believe in your product. You have to be so

convinced that your product is the right product to fit your prospects needs that you can't possibly believe or understand how they wouldn't want it. Yeah. Ziglar teaches the closes. There are hundreds of scenarios and stories that demonstrate various closing techniques. Most of them are great (a few are cheesy). But what makes this book so good is that it constantly drives it home - a good salesman is an honest salesman. A good salesman has his customer's best interest in mine. A good salesman has a solution to a need of his customer. When you help the customer, they will help you (with money).

[Download to continue reading...](#)

The Secrets of Closing the Sale: Included Bonus: Selling with Emotional Logic
The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic
The Secrets of Closing the Sale: The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling
Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered
Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success
Fat Witch Bake Sale: 67 Recipes from the Beloved Fat Witch Bakery for Your Next Bake Sale or Party
Minecraft Secrets: Master Handbook Edition: Top 100 Ultimate Minecraft Secrets You May Have Never Seen Before (Unofficial Minecraft Secrets Guide for Kids) (Ultimate Minecraft Secrets Handbook)
The Business Sale System: Insider Secrets To Selling Any Small Business
Steal the Show: From Speeches to Job Interviews to Deal-Closing Pitches, How to Guarantee a Standing Ovation for All the Performances in Your Life
Closing Times Cold Calling for Women: Opening Doors and Closing Sales
Kiss, Bow, or Shake Hands, Sales and Marketing: The Essential Cultural Guide_ From Presentations and Promotions to Communicating and Closing
Quitter: Closing the Gap Between Your Day Job & Your Dream Job
The Simplest, Shortest, Most Powerful MLM and Network Marketing Prospect Control and Closing Lines and Scripts
7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters.
The Psychology of Selling: The Art of Closing Sales
I Heard You Paint Houses: Frank "The Irishman" Sheeran and Closing the Case on Jimmy Hoffa
Mystery on the Isle of Shoals: Closing the Case on the Smuttynose Ax Murders of 1873

[Dmca](#)