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of hearing. Ask questions to identify the problem and lead the prospect to the decision. Find out what he needs to solve his...

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Zig Ziglar's Secrets of Closing the Sale (Book Summary)

Objections – The Key to Closing the Sale. Always make sure that you are talking to the decision maker of the family. Too Much Money Add benefits of quality; Subtract disappointments of cheapness; Multiply pleasure of having something good; Divide cost over a period of time; Objections are Consistent – Objectors Aren't

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

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.

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

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Some of the best sales closing techniques are: direct closure (or direct question), alternative closure, closing by mooring, closing by mistake, closing by secondary detail, the method of price change, the method of ridiculous price, the highest quality method and the closing of lost sales.

The Secrets of Closing The Sale Review - CurrencyPips.com

Zig Ziglar is an entertaining speaker with a memorable voice. He is proud of his work and his career, as well he should be, and it shows. He offers a good explanation of the importance of salespeople in society and his tried and true techniques will bolster any flailing salesperson's sales numbers.

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

Support and Accountability from the Secrets Sales Team JOIN THE PROGRAM NOW By enrolling today, you get full access to the Secrets of Closing the Sale Masterclass with Kevin Harrington, original "shark" from Shark Tank, inventor of the infomercial, and generator of over \$5 billion in sales.

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The secret to closing the sale - SlideShare

Kevin Harrington is the founder of the Secrets of Closing the Sale Master Class. A successful entrepreneur for more than 40 years, Harrington was also an original shark from the hit TV show Shark Tank and is the author of several bestselling books.

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

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