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Kevin Harrington & Zig Ziglar - Secrets of Closing
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Zig Ziglar's Secrets of Closing the Sale: For
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Summary Secrets of Closing the Sale

(Unabridged) , Part 8 How to Get the Sale -

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Whether you're a seasoned sales veteran or just now beginning your first sales position, *Secrets of Closing the Sale* provides you with practical advice and effective questioning techniques that you can use to transform prospects into clients. Learn step by step over 100 specific closes and over 700 questions that lead the prospect to the ...

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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

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

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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