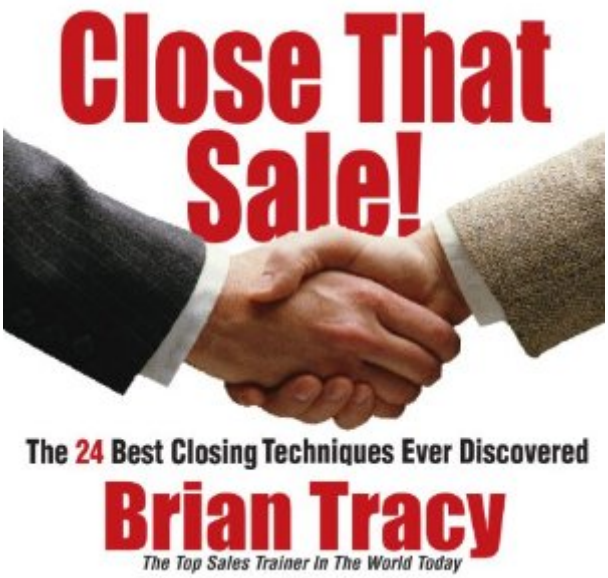
Ebook Directory
the best source of ebook

The book was found

Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered



PDF
Adobe
DOWNLOAD EBOOK

Synopsis

Close That Sale! The 24 Best Sales Closing Techniques Ever Discovered is perhaps the most valuable small book in the world of selling and business today. In 25 fast-moving chapters, based on thousands of sales conversations, and the experience of more than 1,000,000 salespeople worldwide, you learn how to make more sales, faster than you ever thought possible. This audiobook can quickly take you to the top of your field in professional selling, saving you years of hard work, and earning you thousands of dollars that you would have left on the table.

Book Information

Audible Audio Edition
Listening Length: 1 hourÃ Â andÃ Â 14 minutes
Program Type: Audiobook
Version: Unabridged
Publisher: Gildan Media, LLC
Audible.com Release Date: February 18, 2014
Whispersync for Voice: Ready
Language: English
ASIN: B00IISAV9Q
Best Sellers Rank: #80 inÃ Â Books > Audible Audiobooks > Business & Investing > Marketing & Sales #129 inÃ Â Books > Business & Money > Marketing & Sales > Sales & Selling #455 inÃ Â Books > Business & Money > Small Business & Entrepreneurship

Customer Reviews

Awesome and powerful book on closing techniques. But it is not just a book on technique, it also explains the psychology behind the technique.The first part of the book is worth the price alone as it talks about the sales situation and why it brings up tension between you and the prospect. Irrational fears surface in the prospect which get blurted out as ''i dont have the money'' or ''i dont have the time'' or ''i have to talk to my wife'' He explains that most of the time, these are smoke screens for underlying fears of failure, making a mistake and many times, success itself. Yes people have a set point of success within them that has kept them, what their subconscious mind considers, ''safe'' for their whole life. So when faced with a way to move forward, many times they hesitate.I am in network marketing and this is the first book that i bought which explains this tension. Most network marketing comapnies want to avoid too much training in sales and closing techniques and try to take sales out of the process. This is for good reason but also limits the new distributor in that he or

she is listening to cds of the top leaders in that company and realizes that most of them are master salesmen who are masters of closing!!!These companies try to tell their distributors that inviting people to join their MLM is just like ''recommending a good restaurant or a movie'' I always KNEW this wasn't the case because it felt a lot different to me. I just didnt know WHY until i read this book. This book has helped me tremendously to understand what profession i am in instead. I know it will help me help other people get past the barriers they have to success and moving to a higher level in their lives.From reading great masters like Brian Tracy and Tom Hopkins, Zig Ziglar and brilliant but lessor known, David Neagle(The Millions Within) i have learned to RESPECT the sales profession which, when viewed with integrity, is a profession where you learn to help other people, doing something FOR them, not TO them.This book is a great resource which brings understanding and integrity into that process,

I got multiple works of Brian Tracy at once. It's important to have first read/listened to Psychology of Selling (either audiobook but not both, my favorite is the older one where he was younger) and/or The Art of Closing the Sale. If you haven't done so and only use material from this book, you won't get far because you'll only end up using it for self-serving purposes as a salesperson.

Great info.

Generally good closing methodologies, but applicability across tangible vs intangible (product bs service) is tenuous at best. A primer with some good thoughts that need further development.

This was a fast read, very helpful, very easy to pick up themes and apply them immediately. Enjoyable, worthwhile purchase.

Great short read. The techniques cover are very helpful. Not only in sales, but as a customer when you see the salesman use them on you.

I am Apply some of the Techniques in my life

This book has some great info., and I am excited to use the strategies in my business. There were, however, quite a bit of spelling errors.

Download to continue reading...

Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered The Perfect Close: The Secret to Closing Sales - the Best Selling Practices & Techniques for Closing the Deal Sales: How To Sell, Influence People, Persuade, and Close The Sale (Job Interview,Negotiating,Sales,Resumes,Persuasion,Business Plan Writing Book 4) 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. Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling) Top25 Best Sale - Higher Price in Auction - January 2013 - Vintage Pinball (Top25 Best Sale Higher Price in Auction Book 21) Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal The Secrets of Closing the Sale: Included Bonus: Selling with Emotional Logic Secrets of Closing the Sale The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic The Secrets of Closing the Sale The Very Little but Very Powerful Book on Closing: Ask the Right Questions, Transfer the Value, Create the Urgency, and Win the Sale How to Sell Art: A Systematic Approach to Creating Relationships with Collectors and Closing the Sale The Contractor's Closing Success Blueprint: A ContractorÃ¢â ¬â„¢s Guide: Consistently Close More Profitable Jobs and Generate Higher Quality Leads Kiss, Bow, or Shake Hands, Sales and Marketing: The Essential Cultural GuideÃ¢â ¬â ¢From Presentations and Promotions to Communicating and Closing (Business Skills and Development) Cold Calling for Women: Opening Doors and Closing Sales The Lost Art of Closing: Winning the Ten Commitments That Drive Sales ABC, Always Be Closing (Art of Timeshare Sales Book 1) The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections) Sell with a Story: How to Capture Attention, Build Trust, and Close the Sale

Contact Us

DMCA

Privacy

FAQ & Help