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~~Selling for Dummies FULL AUDIOBOOK by Tom Hopkins~~

~~u0026 Ben Kench Selling for Dummies Disc 1~~

What is the best book on closing more sales? ~~Time Tested Sales~~

~~Closing Techniques with Tom Hopkins Secrets of Closing the Sale~~

~~(Unabridged), Part 8 Stop Selling Start Closing Brian Tracy: The~~

Art of Closing The Sale Book Summary 17 Easy Closing Sales Tips

Stop Selling Start Closing ~~Selling for Dummies Disc 2~~ The Art Of

Closing Sales Zig Ziglar: Secrets of Closing the Sale Book

Summary ~~5 Killer Sales Techniques Backed By Science~~ Clients

Say, "I'll get back to you." And You Say, "..."

3 Simple Steps To Close A Sales Deal □ Client says, "Let Me Think

About it." and You say, "..." Closing the Sale: 9 Common

Objections 15 Jobs That Can Make You a Millionaire ~~Clients Say,~~

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~~"How much is it?" And You Say, "..."~~ Think Fast, Talk Smart: Communication Techniques ~~Secrets of Closing the Sale : Zig Ziglar seminar Sell More Books | Where You Can Sell Your Book Advanced Closing, For Dummies~~ Joe Girard: How to Close Every Sale Book Summary How to Get the Sale - Secrets of Closing the Sale by Zig Ziglar ~~9 Super Quick and Easy Closing Sales Tips~~ Charles Roth: Secrets of Closing Sales Book Summary

Secrets Of Closing Sales, by Charles B. Roth. Book Review. Sales Closing ClassicLibrary Book Sales: A Guide for Beginners - Step by Step Tutorial THE 3 SECRETS TO CLOSING THE COMPLEX SALE - SALES PODCAST ~~Sales Closing For Dummies~~ How to Close a Sale with a Tough Customer Acknowledge your customer's anger. Stay calm. Clear your mind of all other clients. Make it clear that you are sincerely concerned. Don't hurry your

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client. Adopt a what-have-I-got-to-lose attitude. (Don't confuse this with a devil-may-care attitude.) Stay ...

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Fortunately, closing is an art that can be mastered, and now Sales Closing For Dummies shows you how. Packed with powerful principles that can help you become a top-producing salesperson, Sales Closing For Dummies is the ultimate guide to mastering that most mysterious part of the selling equation. Tom Hopkins, the legendary sales genius who, by age 30 was the nation's leading real-estate trainer, demystifies closing and shows what it takes to be a champion closer, including how to:

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Whether you're a newcomer to sales or a savvy pro, Sales Closing For Dummies ® will help you turn opportunity into bottom-line results! Become a Champion Closer. Lead a sale without being pushy. Read the signs of an interested potential buyer. Use questioning methods that lead to the close time and time again.

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5.0 out of 5 stars Sales closing for dummies says it all. Reviewed in the United Kingdom on 28 June 2010. The hardest part of the sale is actually asking for it (closing). This book covers exactly that. It gives you the when, why and how of actually making the sale. Without this skill you might just as well give up selling as a career.

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Paperback. For Dummies. English. By (author) Tom Hopkins.

Share. Sales trainer Tom Hopkins shows how to handle the most crucial part of any sales negotiation - the close - successfully. From questioning strategies and understanding the anatomy of a close to managing surprise endings and bowing out gracefully, readers will learn how to keep their composure, avoid making costly mistakes, and increase sales significantly.

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