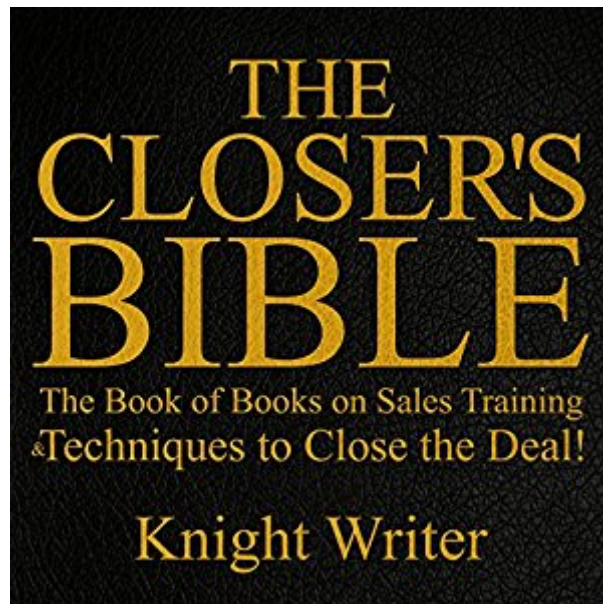


The book was found

The Closer's Bible: The Book Of Books On Sales Training & Techniques To Close The Deal!



Synopsis

You are not paid to sell. You are paid to close. Your ability to turn an "I need to think about it" into a "Yes" will determine your job security, promotion worthiness, and most importantly your paycheck! The Closer's Bible is necessary material for all professional salespeople. A resource you can refer back to every time you need a refresher on a specific topic or a new word track for an objection. This book exposes the exact word tracks you need to know in order to overcome all objections ranging from "The payments are too high" to "I need to talk it over with my wife", and then dives deeper explaining psychology, body language, and vocal tonality. The Closer's Bible is a weapon which will broaden and sharpen your closing arsenal.

Book Information

Audible Audio Edition

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Program Type: Audiobook

Version: Unabridged

Publisher: Knight Writer

Audible.com Release Date: August 11, 2016

Language: English

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Best Sellers Rank: #70 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #132 in Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

This book is all about closing. It doesn't talk about other parts of the sales process so if you are new in the field you will need to read other material as well, but this is the best book I've read on how to close deals.

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