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~~Techniques The~~
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~~the Sale: 9~~

~~Common~~

~~Objections Client~~

~~says, \"Let Me~~

~~Think About it.\"~~

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like anything else,
in time you'll be
able to use all of
"Secrets of Closing
the Sale". Secrets

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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. We think it's very enjoyable and easy to read because Zig Ziglar

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writes with humor
and paints vivid
pictures when
explaining
situations.

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

There is no such
thing as a good
salesman who is a
poor closer if you

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cannot close you cannot sell. If you fall short in any part of the sales process including the close, you cannot sell. Period. Do not try to close before you have established in the prospect's mind significant value for what you are selling.

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tips and techniques
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wealth of sales
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1 The Core Secret:
The Key to Sales
Success 15. Part 1
The Psychology of
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Saleslady 29. 3
Making "King"
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Sales 65. 7 The
Professional Sells
and Delivers 77.
Part 2 The Heart of

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Zig Ziglar shares
with the reader
how he overcame
obstacles in
achieving success
in his life,
professionally, and
personally. He uses
stories to show

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examples of the
"Secrets" to closing
deals. Many of the
stories he shares
with the reader are
stories about how
he was closed by
good, professional
sales people.

~~Zig Ziglar's Secrets
of Closing the...
book by Zig Ziglar~~
This book by Zig

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Ziglar is the combination of "Ziglar on Selling" and "The secrets of closing the sale" In which he discusses the details of his sales life and how he can in his words see you at the top. Ziglar is a selling master but methods to get past every

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questions,
objection and
rejection.

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ideas and
themselves to be
successful.

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