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The Art of Closing Any Deal: How to Be a Master Closer in Everything You Do Includes sales techniques and strategies, such as recognising and acting upon the customers' personality profiles; playing to customer's expectations based on their ethnic, economic, and professional backgrounds; using reverse psychology and subtle intimidation to 'trap' and close difficult customers; and more.

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The Art of Closing Any Deal takes readers into the trenches of the psychological war called selling--and who better than sales guru James W. Pickens to give them the hardhitting ammunition for every type of customer out there. From the "I'm just looking" to the "Know-it-all" to the "I don't care" and the "yes-man, " Pickens takes aim at them all.

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The Art of Closing Any Deal: How to be a "Master Closer ...

The Art of Closing The Sale Summary. Brian Tracey says that confidence in your sales skills will make you more aggressive in prospecting and will give you a higher self-esteem. Because you know you can do what it takes to close the sale, you will feel like a winner most of the times.

The Art of Closing The Sale: Summary & Review - The Power ...

The Art of Closing Any Deal: How to be a "master Closer" in Everything You Do: Author: James W. Pickens: Edition: illustrated: Publisher: SP Books, 1989: ISBN: 0944007406, 9780944007402: Length:...

The Art of Closing Any Deal: How to be a "master Closer ...

☐The Art of Closing Any Deal☐ is a straightforward guide to getting what you want. This is true not only when it comes to closing deals. While some people might see Pickens as a ruthless writer, if you☐re a businessperson who doesn☐t want to hold back when making a sale, you☐re going to love this book.

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"The Art of Closing Any Deal": A Book Still Valuable to ...

art of closing any deal takes readers into the trenches of the psychological war called selling and who better than sales guru James W. Pickens to give them the hardhitting ammunition for every type of customer out there in addition to the art of closing any deal he is the author of more art of closing any

This book analyses the style, the strategies and the goals of buyer and seller and reveals the closing techniques used by Master Sales Closers. It aims to provide the knowledge, attitudes and skills necessary to achieve a quantum leap in selling success.

“Always be closing!” “Glengarry Glen Ross, 1992 “Never Be Closing!” “a sales book title, 2014 “??????” “salespeople everywhere, 2017 For decades, sales managers, coaches, and authors talked about closing as the most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from the “take delivery” close to the “now or never” close. But these tactics often alienated customers, leading to fads for the “soft” close or even abandoning the idea of closing altogether. It sounded great in theory, but the results were often mixed or poor. That left a generation of salespeople wondering how they should think about closing, and what strategies would lead to the best possible outcomes. Anthony Iannarino has a different approach geared to the new technological and social realities of our time. In *The Lost Art of Closing*, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you’ve set it up properly with other commitments that have to happen long before

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the close. The key is to lead customers through a series of necessary steps designed to prevent a purchase stall. Iannarino addressed this in a chapter of *The Only Sales Guide You'll Ever Need* which he thought would be his only book about selling. But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples. *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey. For instance, you'll discover how to:

- Compete on value, not price, by securing a Commitment to Invest early in the process.
- Ask for a Commitment to Build Consensus within the client's organization, ensuring that your solution has early buy-in from all stakeholders.
- Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns.

The Lost Art of Closing will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and real results.\

"Let me think it over." Early in his sales career, world-renowned sales expert Brian Tracy couldn't find a way to overcome that simple five-word objection and close the sale. Then he discovered a technique that worked. Business boomed. Tracy broke every sales record in his company and increased his income twenty-fold. Since that breakthrough many years ago, Tracy has meticulously studied and collected the best of the best in sales-closing techniques. Now, in *The Art of Closing the Sale*, he shares this wealth of knowledge that has already helped more than one million people maximize their sales results. No matter how eloquent or passionate a salesperson you may be, no matter how friendly your smile or likable your personality, if you can't close the sale, your efforts yield nothing. *The Art of Closing the Sale* teaches the learnable skills that anyone can use to transform the sales process into a consistent win. This book is an absolute must-read for every sales professional seeking to boost their career and create a future of

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success.

Showing how to read the customer's emotions, this classic gives readers the inside knowledge to overcome any barrier and successfully make the close every time.

As one of the top salespeople in the world, Brian Tracy knows the ability to close the sale is the key skill required by all top sales professionals. Fortunately, closing the sale is a skill that can be learned by practicing the closing skills of the highest paid salespeople in every business. When salespeople follow a practical, proven, step-by-step process, they can get more orders, faster and easier than ever before. In *The Art of Closing the Sale* readers will learn to build value by focusing on benefits and solutions lower perceived risk by emphasizing guarantees and assurances answer any objection bring a sales conversation to a natural and easy conclusion by using some of the best questions ever discovered The more confident people become in closing the sale, the more people they will see and the more sales they will make-in any market.

The # 1 selling sales book in the world. This book is for professional master closers. It is recommended reading for all trial lawyers by the American Bar Association. This book is international and used in major universities around the world. This is the "grand daddy" of all sales books ever produced. It will increase the sales of any reader by 30 to 50 percent. FACT. There is not a professional sales closer who has been in the business for a number of years who has not read this book. Any customer can just ask around and see for him/her self the power and popularity of this book. FACT.

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The Closing of the American Mind, a publishing phenomenon in hardcover, is now a paperback literary event. In this acclaimed number one national best-seller, one of our country's most distinguished political philosophers argues that the social/political crisis of 20th-century America is really an intellectual crisis. Allan Bloom's sweeping analysis is essential to understanding America today. It has fired the imagination of a public ripe for change.

Full of entertaining stories and real-life illustrations, this classic book will give you the strategies you need to become proficient in the art of effective persuasion, including how to project warmth and integrity, increase productivity, overcome objections, and deal respectfully with challenging prospects. This new edition includes fresh opening and closing chapters as well as tips and examples throughout that illustrate the relevance of these truths in the marketplace today. Also includes a foreword written by Tom Ziglar.

President Donald J. Trump lays out his professional and personal worldview in this classic work—a firsthand account of the rise of America's foremost deal-maker. "I like thinking big. I always have. To me it's very simple: If you're going to be thinking anyway, you might as well think big." Donald J. Trump Here is Trump in action—how he runs his organization and how he runs his life—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters

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myths; he names names, spells out the zeros, and fully reveals the deal-maker's art. And throughout, Trump talks—really talks—about how he does it. *Trump: The Art of the Deal* is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for *Trump: The Art of the Deal* —Trump makes one believe for a moment in the American dream again. —*The New York Times* —Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet. —*Chicago Tribune* —Fascinating . . . wholly absorbing . . . conveys Trump's larger-than-life demeanor so vibrantly that the reader's attention is instantly and fully claimed. —*Boston Herald* —A chatty, generous, chutzpa-filled autobiography. —*New York Post*

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