

The book was found

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



The 24 Best Closing Techniques Ever Discovered

Brian Tracy
The Top Sales Trainer In The World Today



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 hour and 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: #52 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #89 in Books > Business & Money > Marketing & Sales > Sales & Selling #306 in 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 companies 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.

[Download to continue reading...](#)

Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) 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) Sales: How To Sell, Influence People, Persuade, and Close The Sale The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling 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 Fat Witch Bake Sale: 67 Recipes from the Beloved Fat Witch Bakery for Your Next Bake Sale or Party The Closer's Bible: The Book of Books on Sales Training & Techniques to Close the Deal! Cold Calling for Women: Opening Doors and Closing Sales Kiss, Bow, or Shake Hands, Sales and Marketing: The Essential Cultural Guide_From Presentations and Promotions to Communicating and Closing The Psychology of Selling: The Art of Closing Sales Sales Closing For Dummies The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections)

[Dmca](#)