

# Bookmark File PDF Sales Closing For Dummies

## Sales Closing For Dummies

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Charles Roth: Secrets of Closing Sales Book Summary

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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 client. Adopt a what-have-I-got-to-lose attitude. (Don ' t

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confuse this with a devil-may-care attitude.) Stay ...

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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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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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