



Secrets of Closing the Sale

Zig Ziglar

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Secrets of Closing the Sale Zig Ziglar

Whether presenting a product or principle, service or idea, we all engage in sales. Zig Ziglar presents winning techniques for getting a positive response and establishing dynamic relationships. Readers discover how to: project warmth, enthusiasm, and integrity o effectively use 100 creative closes o increase productivity and professionalism o overcome the five basic reasons people will not buy o deal respectfully with challenging prospects

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