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By Grant Cardone The Closers

The Closer's Survival Guide Book - Grant Cardone Training Technologies A survey of over 1100 sales people indicates that handling objections and closing the deal are the biggest weaknesses of ALL sales people. I created The Closer's Survival Guide for YOU so you can become GREAT at Negotiating and Closing.

The Closer's Survival Guide Book - Grant Cardone Training ...

Grant Cardone's new book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20 major rules of closing and over 120 exact closes that you can use every day! Testimonials "He's done it again!

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It is the ability to close that makes a difference more than any other skill you will learn in life! Grant Cardone's book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20 major rules of closing and over 120 exact closes that you can use every day! "He's done it again!

The Closer's Survival Guide - Third Edition: Grant Cardone ...

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Grant does a great job explaining the importance of the close as well as in giving you great, specific closes you can use to overcome objections. It's up to you to personalize them to your situation, but they're great closes that, when practiced, drilled and rehearsed, call help you close more deals!

The Closer's Survival Guide by Grant Cardone

What is the #1 reason you aren't closing your customers? You don't close deals because you don't ask. You don't set it up and you don't ask. #1. Tell them your intention. Your intention is to close, so let them know it! This is about setting the mood. #2. Tell them there are only 2 [...]

Why You're Not Closing | Grant Cardone TV

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Two Things to Consider About the Close: #1 No Close Means No Commission Look, if you don't close you don't get paid. Selling the product is where the value proposition is made, closing the deal is where the agreement is made. These are two completely different arts. The close is such a talent it must be practiced as a different skill from selling.

How To Close A Sale: The Ultimate Guide - Grant Cardone

Brief Summary of Book: The Closer's Survival Guide: Over 100 ways to ink the deal by Grant Cardone. Here is a quick description and cover image of book The Closer's Survival Guide: Over 100 ways to ink the deal written by Grant Cardone which was published in 2009-1-1. You can read this before The Closer's Survival Guide: Over 100 ways to ...

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