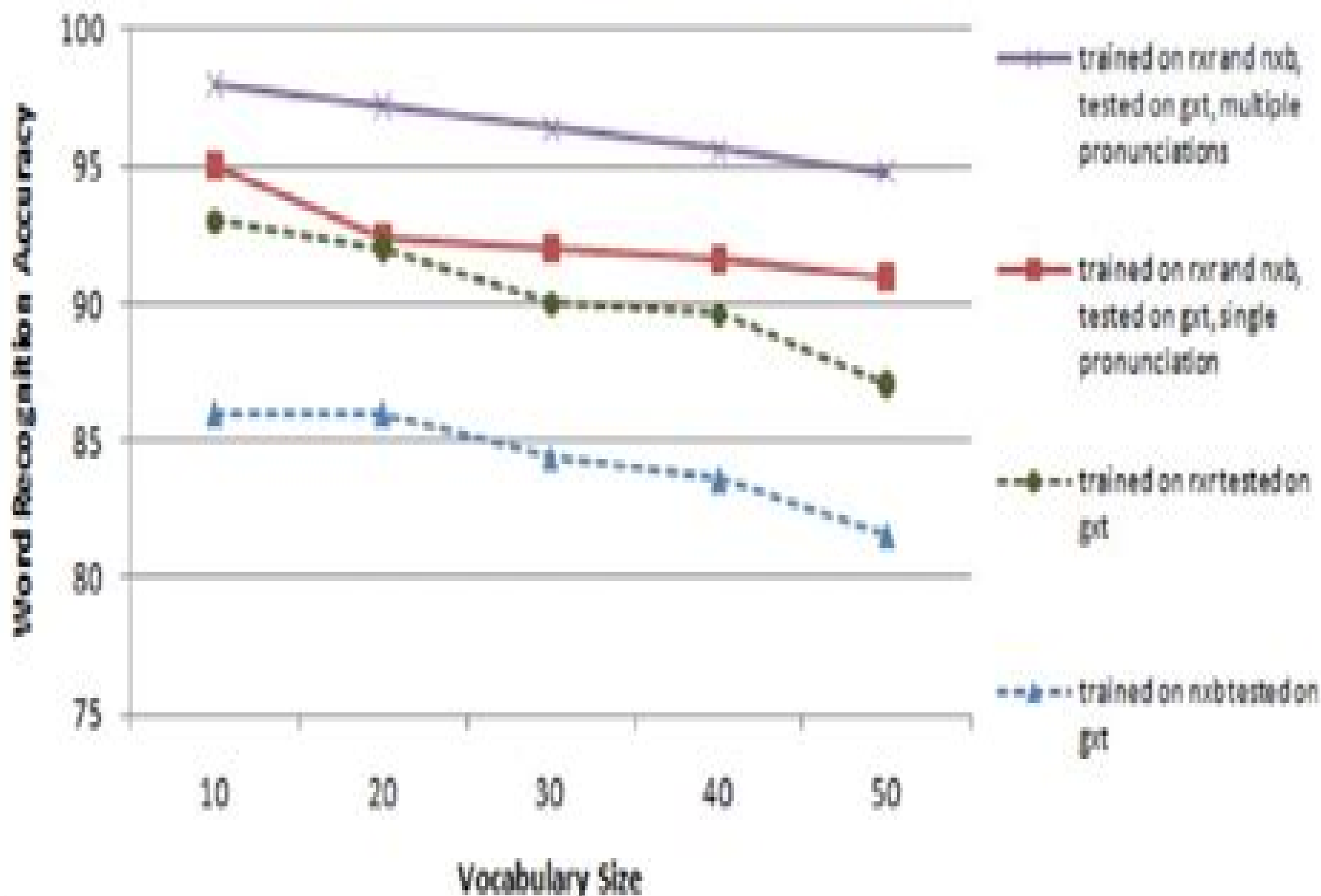


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able to And if that means working 3 days a week or one week on and one week off he will do it It s that experience you will find within the pages of these books Enjoy the read and learn heaps *50 Extra Ways of Closing the Sale* Peter Collins,2007-03-01 This is the fifth book in the 50 Ways Closing series According to international records Peter Collins was the first sales author in the world to put out the Audio Tape Series Over 50 Ways of Closing the Sale as far back as 1983 The second Audio Sales to feature Closing the Sale was produced by Zig Ziglar in 1984 It took another 10 years for Peter to be talked into putting the Audio Tape Series into a paperback But since then Peter has turned the 50 Ways Closing series into 7 volumes featuring in excess of 350 Closing Styles for professionals to use Yet there are still over 1 500 closing styles in his archives to draw on Peter started selling in 1964 at the age of 17 and within 6 years had worked on his business so well when he sold out he sold for others and within 3 months was promoted to Sales Manager The journey to creating this series of books began in 1975 76 when Peter Collins worked as the State Manager for the Yellow Pages in Tasmania Australia Peter had already topped just about every sales position he work in and became intrigued with Closing when it was barely known Initially he isolated 150 closing styles personalised them adapted them and worked them In the process his State revenue grew at a world record pace of 40% annually for 3 consecutive years And was inducted into the Hall of Fame two years in a row Back in his own business in 1982 Peter refined that work and now had over 300 closing styles he was tinkering with In 1983 h produced an Audio Tape series entitled Over 50 Ways of Closing the Sale which included a 140 page A4 sized Workbook with over 100 Help Cards Closing Cards and Note Cards That series sold over 2 500 sets in one Australian city Melbourne alone and was mostly sold door to door and then purely on referrals He later found out that the Over 50 Ways of Closing the Sale audio pack had broken many of the existing book sales records and its sales were in a sector of its own in the Selling Audio Tapes Package field In 1992 he was again inducted into the Hall of Fame while National Sales Manager at Thermax Australia with World Records for the Best Closing Ratio over 2 successive 12 month periods 86% then 92% on the first call selling minimum 2 500 per sale and statistically has Lowest Cancellation Rate in Australia Less than 0 2% or 4 cancellations in 8 years Peter has been in sales now for over 52 years More recently bad health removed Peter from all forms of Sales Training Public Speaking and Sales Management But today he still sells when he is able to And if that means working 3 days a week or one week on and one week off he will do it It s that experience you will find within the pages of these books Enjoy the read and learn heaps How to Become a Professional Speaker Kevin C. Snyder,2014-12-09 Have you ever desired to become a professional speaker If you are already speaking do you desire to be PAID more The chapters of this book How to Become a Professional Speaker are written as transcribed coaching modules within the PAID to SPEAK tm program This book will teach you everything you need to know about how to get started in the professional speaking business as well as how to get PAID more Each of the five modules has a unique focus and is designed to carefully guide you step by step through a systemized process that personalizes your objectives and helps you to identify a transparent strategy for your

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Another 50 Ways of Closing the Sale Peter Collins,2007-03-01 This is the third book in the 50 Ways Closing series According to international records Peter Collins was the first sales author in the world to put out the Audio Tape Series Over 50 Ways of Closing the Sale as far back as 1983 The second Audio Sales to feature Closing the Sale was produced by Zig Ziglar in 1984 It took another 10 years for Peter to be talked into putting the Audio Tape Series into a paperback But since then Peter has turned the 50 Ways Closing series into 7 volumes featuring in excess of 350 Closing Styles for professionals to use Yet there are still over 1 500 closing styles in his archives to draw on Peter started selling in 1964 at the age of 17 and within 6 years had worked on his business so well when he sold out he sold for others and within 3 months was promoted to Sales Manager The journey to creating this series of books began in 1975 76 when Peter Collins worked as the State Manager for the Yellow Pages in Tasmania Australia Peter had already topped just about every sales position he work in and became intrigued with Closing when it was barely known Initially he isolated 150 closing styles personalised them adapted them and worked them In the process his State revenue grew at a world record pace of 40% annually for 3 consecutive years And was inducted into the Hall of Fame two years in a row Back in his own business in 1982 Peter refined that work and now had over 300 closing styles he was tinkering with In 1983 h produced an Audio Tape series entitled Over 50 Ways of Closing the Sale which included a 140 page A4 sized Workbook with over 100 Help Cards Closing Cards and Note Cards That series sold over 2 500 sets in one Australian city Melbourne alone and was mostly sold door to door and then purely on referrals He later found out that the Over 50 Ways of Closing the Sale audio pack had broken many of the existing book sales records and its sales were in a sector of its own in the Selling Audio Tapes Package field In 1992 he was again inducted into the Hall of Fame while National Sales Manager at Thermax Australia with World Records for the Best Closing Ratio over 2 successive 12 month periods 86% then 92% on the first call selling minimum 2 500 per sale and statistically has Lowest Cancellation Rate in Australia Less than 0 2% or 4 cancellations in 8 years Peter has been in sales now for over 52 years More recently bad health removed Peter from all forms of Sales Training Public Speaking and Sales Management But today he still sells when he is able to And if that means working 3 days a week or one week on and one week off he will do it It s that experience you will find within the pages of these books Enjoy the read and learn heaps

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