



The Closers

Ben Gay III



The Closers:

The Closers Michael Connelly, 2005-05-01 In this 1 New York Times bestseller Detective Harry Bosch joins LA's elite Open Unsolved Unit to help piece together the mysterious death of a teenage girl He walked away from the job three years ago But Harry Bosch cannot resist the call to join the elite Open Unsolved Unit His mission solve murders whose investigations were flawed stalled or abandoned to LA's tides of crime With some people openly rooting for his failure Harry catches the case of a teenager dragged off to her death on Oat Mountain and traces the DNA on the murder weapon to a small time criminal But something bigger and darker beckons and Harry must battle to fit all the pieces together Shaking cages and rattling ghosts he will push the rules to the limit and expose the kind of truth that shatters lives ends careers and keeps the dead whispering in the night

The Closers Jim Pickens, 1989-03 The keystone of Gay's world famous series of books first published in 1980 is a complete reference on closing sales and a guide to new sales presentations in today's marketplace Not a beginner's manual or self help book this classic is designed to help master closers brush up and study total closing procedures

The Closers Michael Connelly, 2006-02 After three years out of the LAPD Harry Bosch returns to find the department a different place from the one he left A new Police Chief has been brought over from New York to give the place a thorough clean up from top to bottom Working with his former partner Kiz Rider Harry is assigned to the department's Open Unsolved Unit working on the thousands of cold cases that haunt the LAPD's files These detectives are the Closers they put a shovel in the dirt and turn over the past By applying new techniques to old evidence they aim to unearth some hidden killers and bring them to justice for a city that forgets its murder victims is a city lost Harry and Kiz are given a politically sensitive case when a DNA match connects a white supremacist to the 1988 murder of Rebecca Verloren a sixteen year old girl Becky was of mixed race and the case appears to have a racial angle This was LA before the riots and Rodney King the city was a powder keg waiting for a match The detectives who worked the case all those years ago seem to have done a decent job but something doesn't fit Meanwhile Harry's nemesis Deputy Chief Irving is watching him In the new clean LAPD Irving has been sidelined to a meaningless job Compelled by vengeance he hopes that Harry will make a slip

The Closers Michael Connelly, 2014-12 **The Closers Part 2** Ben Gay III, The Closers Part 2 picks up where the original The Closers leaves off Beyond the set closes planned presentations and objection nullifications contained in the first book The Closers Part 2 shows you what successful sophisticated salespeople really do with all of that basic information If The Closers original book can double your income it has for many salespeople The Closers Part 2 can double it again The Closers - Part 1 Ben Gay III, Become a master closer with the Secret Blue Books that could double even triple your income The Closers Part 1 is quite simply the most powerful book on selling ever written With over two million copies sold it explains selling the way it is not how some people wish it were If you have only one book on selling in your personal library make sure it's this sales closers bible The Closers is NOT some hypothetical textbook NO vague theories generalities claptrap and NO

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