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by LES DANE

Surefire Sales Closing Techniques

Stephan Schiffman



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matter doesn't think In this book Wolfgang Iser critically examines the age old philosophical question of what it means to be human using straight talk and common sense One thing is certain You are alive and try to live a life as a human being You have your notions of how to live your life but your ideas regarding life are countered by certain intentions which make life a difficult and complicated task So we have these two things your notions and counter intentions which give you a frame of living To subsist in life a certain amount of knowledge and understanding is necessary But to establish understanding knowledge has to be evaluated with respect to right and wrong important and unimportant The author maintains that only by understanding the complex issues that present themselves today will the human being be able to achieve personal goals and survive in this world He covers such timely topics as coping with stress fake news the influence of the media big pharma big government rampant materialism illnesses and the novel coronavirus No prior knowledge of moral philosophy is necessary to benefit from what readers will surely find to be an indispensable book *Lloyd Purves on Closing Sales* Lloyd

Purves,1980-08 **Power of Positive Selling: 30 Surefire Techniques to Win New Clients, Boost Your Commission, and Build the Mindset for Success (PB)** Stephan Schiffman,2011-12-15 Think like America's #1 sales trainer and close more deals than ever Stephan Schiffman has trained more than half a million sales professionals No one understands the sales mindset better In *The Power of Positive Selling* Schiffman provides instruction tips anecdotes and inspiration that are guaranteed to help you overcome negative thoughts feel confident in any sales situation and remain positive no matter what happens Inside you'll find 30 surefire tactics to make sure your mind doesn't devolve into that self destructive pessimism we've all experienced Learn how to Believe in what you're selling Help your client solve a problem Do your research Set the tone for the conversation and establish the pace Listen before you talk Ask the right questions for the right reasons Never say I absolutely guarantee that The culmination of a lifetime of sales training excellence *The Power of Positive Selling* has all the insight you need to defeat the negativity and dramatically improve your attitude your behavior and your sales record [Zig Ziglar's Secrets of Closing the Sale](#) Zig Ziglar,1985-09-01 Learn the secrets of persuasion and successful salesmanship from bestselling author Zig Ziglar in this inspirational book Doctors housewives ministers parents teachers everyone has to sell their ideas and themselves to be successful This guide by America's #1 professional in the art of persuasion focuses on the most essential part of the sale how to make them say Yes I will Zig Ziglar lets you in on the secrets of his own sure fire tested methods Over 100 successful closings for every kind of persuasion Over 700 questions that will open your eyes to new possibilities you may have overlooked How to paint word pictures and use your imagination to get results Professional tips from America's 100 most successful salespeople Do what millions of Americans have already done open this book and start learning from Zig Ziglar's *Secrets of Closing the Sale*

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