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Objections – The Key to Closing the Sale. Always make sure that you are talking to the decision maker of the family.  
Too Much Money Add benefits of quality;  
Subtract disappointments of cheapness;  
Multiply pleasure of having something good;  
Divide cost over a period of time;  
Objections are Consistent – Objectors Aren't

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close the sale. It's also split into 7 big parts, so it'll be easy to remember the information in a more structured way.

Secrets of Closing the Sale Summary - Zig Ziglar | 12min Blog

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The Secrets of Closing The Sale Review - CurrencyPips.com

Zig Ziglar is an entertaining speaker with a memorable voice. He is proud of his work and his career, as well he should be, and it shows. He offers a good explanation of the importance of salespeople in society and

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Truth about Persuading, Convincing and  
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The secret to closing the sale 1.

Introduction Today we are going to talk  
about the psychology of selling, the Art of  
closing sale and I'm going to show you the  
finest and most effective sales closing  
techniques. If you practice these  
techniques and use them regularly, you  
will dramatically increase your ratio of  
sales to calls, and rapidly ...

The secret to closing the sale - SlideShare  
Kevin Harrington is the founder of the  
Secrets of Closing the Sale Master Class. A  
successful entrepreneur for more than 40  
years, Harrington was also an original  
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