



The Closer's Survival Guide: Over 100 Ways to Ink the Deal

Grant Cardone

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100% OF YOUR INCOME DEPENDS ON THE CLOSE! Are you sick of Selling and NOT Closing the Deal. Did you know that the average buyer MUST be asked 5 times before they will buy but the average sales person on has 3 closes. The Close is 20% of your selling time but 100% of your income. Would you like to cut the time spend on a transaction in 1/2? If you are tired of selling and not closing? Are you tired of your customers making decisions on just price? Are you tired of customers thinking about it, not making decisions and stalling? Are you sick and tired of being jerked around by your customers? Are you tired of being compared to the lowest price? Are you tired of having the best product, being the best company and still not knowing why you didn't close the deal? 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. I assure you this will be the BEST most current information you have ever read or listened to regarding how to Close the Deal. If you don't think so then send it back for full 100% money back guarantee. Over 126 of the GREATEST closes you will ever hear - how to use them, when to use them and how to handle ANY and EVERY objection a customer will EVER give you. Example of just 15 of the 126 BEST closes you will ever learn plus the theory of closing, how to close, Rules of Closing, the Biggest Mistakes you can make when closing and EXACTLY what you must know to become a MASTER at the Art of Closing the Sale. Justify Close Rash Decision Close Think About it Close 1-5 better to Live Rich Close Disease Close Either Way Close Nor or Later Close Second Baseman Close Batman Close Intelligence Close The Unwind Close Think About It Close 1-5 Commission Close Patriotic Close Important Person Close

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