



How to Close Every Sale

Joe Girard, Robert L. Shook

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Joe Girard, bestselling author of *How to Sell Anything to Anybody*, takes readers step-by-step through the selling process straight past the gatekeeper and into the prospects office. First published in 1989 by Warner, *HOW TO CLOSE EVERY SALE* is back with timeless sales advice. Teaching readers how to overcome objections and how to close even the most difficult sale, here are the inside tips, the philosophies, the fundamental principles, and the crucial fine points many salespeople overlook. Joe Girard explains how to make a prospect feel obligated to buy the product. He discusses how to recognize the right times for subtle high-pressure tactics and how to go double or nothing and close that sale now or never! Whether its casual browsers or professional buyers, the worlds greatest salesperson will show readers how to turn every prospect into a closed sale, double even triple their income, and become the number-one salesperson in their field.

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From reader reviews:

Nancy Adams:

Spent a free time to be fun activity to do! A lot of people spent their sparetime with their family, or their own friends. Usually they doing activity like watching television, planning to beach, or picnic from the park. They actually doing same every week. Do you feel it? Would you like to something different to fill your personal free time/ holiday? Could possibly be reading a book may be option to fill your cost-free time/ holiday. The first thing you will ask may be what kinds of book that you should read. If you want to try look for book, may be the reserve untitled How to Close Every Sale can be good book to read. May be it can be best activity to you.

Brian Wilson:

Reading can called imagination hangout, why? Because when you are reading a book especially book entitled How to Close Every Sale your mind will drift away trough every dimension, wandering in every single aspect that maybe not known for but surely will become your mind friends. Imaging each and every word written in a guide then become one contact form conclusion and explanation this maybe you never get prior to. The How to Close Every Sale giving you one more experience more than blown away your mind but also giving you useful information for your better life in this era. So now let us explain to you the relaxing pattern the following is your body and mind will likely be pleased when you are finished reading it, like winning a sport. Do you want to try this extraordinary shelling out spare time activity?

Andria Miguel:

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Eugene Flowers:

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