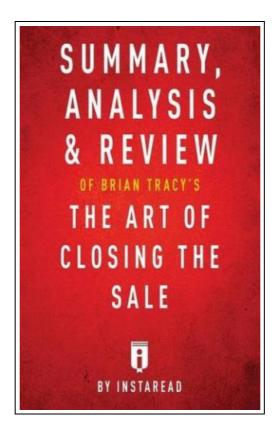
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Instaread, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Summary, Analysis Review of Brian Tracy s The Art of Closing the Sale by Instaread Preview: The Art of Closing the Sale delivers advice and guidelines that author Brian Tracy has accumulated throughout his sales career. Tracy became a more productive salesman when he developed the technique of forcing prospects to choose on the spot whether to buy the product. Internal motivation and positivity are important characteristics that a salesperson must have. Even a small amount of extra effort can lead to a significant increase in revenue. All salespeople should engage in constant education and self-improvement. They should use their free time to learn more about sales. A good close to a deal is swift. As soon as the customer is interested in the product, understands its features, and is excited to start using it, the salesperson can close the deal. This works best if the salesperson and prospective client understand each other and like each other, which builds trust. If the prospect asks about the. PLEASE NOTE: This is a Summary, Analysis Review of the book and NOT the original book. Inside this Summary, Analysis Review of Brian Tracy s The Art of Closing the Sale by Instaread: Overview of the Book Important People Key Takeaways Analysis of Key Takeaways and analyze them for your convenience. Visit our website at instaread.co.

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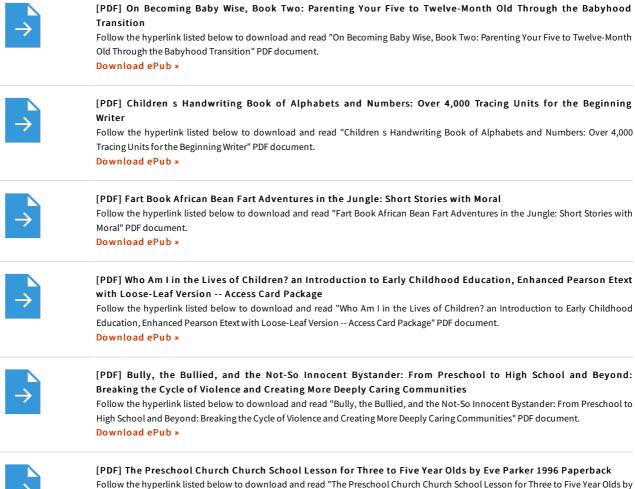
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