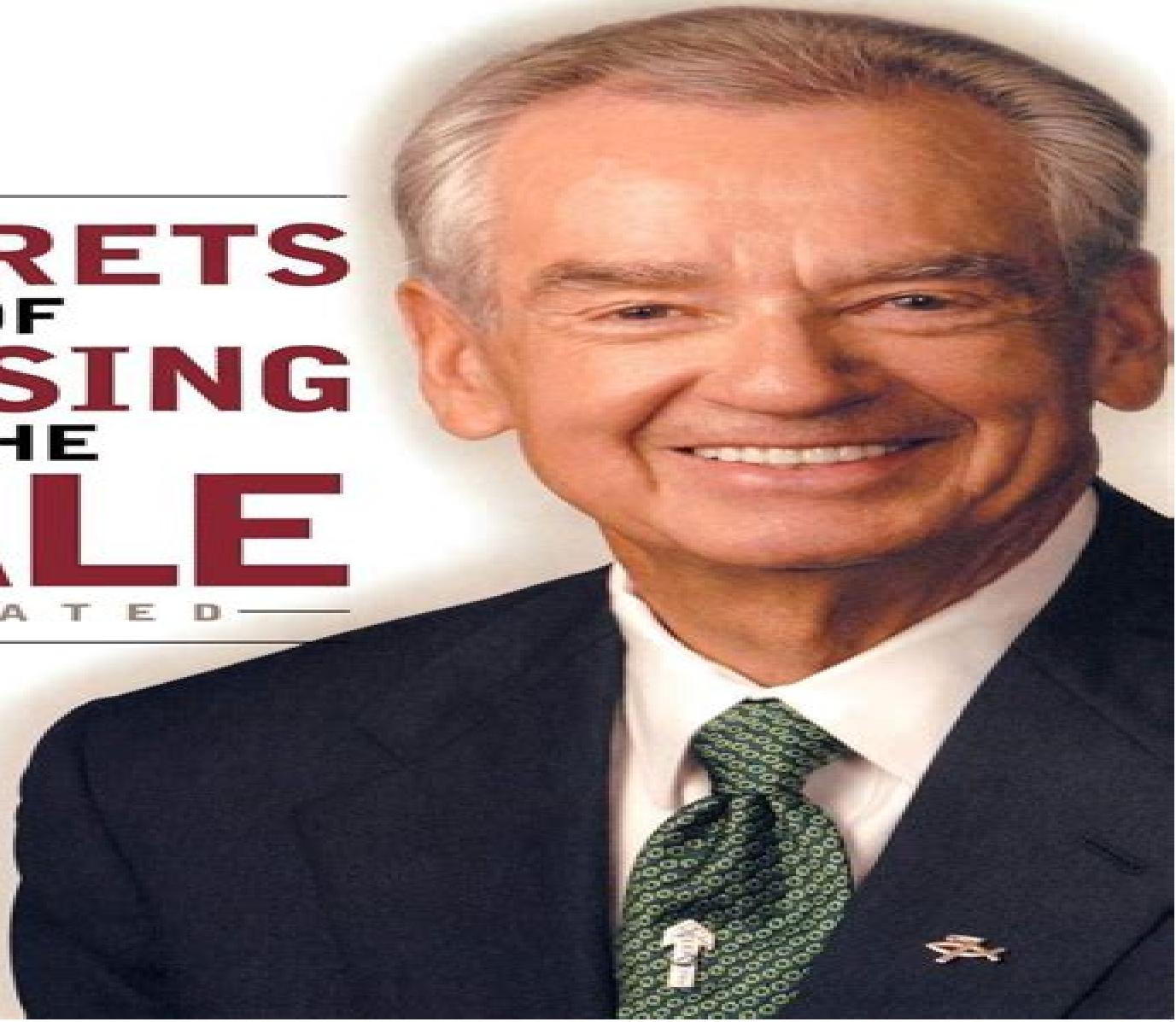


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managers coaches and authors talked about closing as the most essential most difficult phase of selling They invented pushy tricks for the final ask from the take delivery close to the now or never close But these tactics often alienated customers leading to fads for the soft close or even abandoning the idea of closing altogether It sounded great in theory but the results were often mixed or poor That left a generation of salespeople wondering how they should think about closing and what strategies would lead to the best possible outcomes Anthony Iannarino has a different approach geared to the new technological and social realities of our time In *The Lost Art of Closing* he proves that the final commitment can actually be one of the easiest parts of the sales process if you've set it up properly with other commitments that have to happen long before the close The key is to lead customers through a series of necessary steps designed to prevent a purchase stall Iannarino addressed this in a chapter of *The Only Sales Guide You'll Ever Need* which he thought would be his only book about selling But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey For instance you'll discover how to Compete on value not price by securing a Commitment to Invest early in the process Ask for a Commitment to Build Consensus within the client's organization ensuring that your solution has early buy in from all stakeholders Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns *The Lost Art of Closing* will forever change the way you think about closing and your clients will appreciate your ability to help them achieve real change and real results *The Guerrilla Marketing Handbook* Jay Conrad Levinson, Seth Godin, 1994 Marketing strategy for maximum return for large small businesses [Servant Selling](#) Bernard Smalls, 2005-10-14 Servant Selling may seem like an oxymoron in the competitive world that we live in but it is actually a sound concept that works Most sales people see selling as a fight for the checkbook with the customer where the salesperson and customer are in an antagonistic relationship This is the general attitude of most sales people that struggle from month to month for a paycheck It does not have to be that way for you This book holds key concepts of how to do it right and prosper in the world of professional selling [How to Give the Ultimate Sales Presentation - The Essential Guide to Selling Your Products, Services and Skills](#) Peter Kleyn, Josette Lesser, 2013-09-30 Discover the most effective way of giving a professional presentation and making a sale at the same time Aimed at anyone selling products services or skills this book provides invaluable tips and techniques to improve your performance and achieve greater sales Whether you are working in a large sales team are a small business owner or an entrepreneur discover secrets to More effective planning and preparation Using words that influence Stronger delivery Impactful demonstrating and proving Handling question and answer sessions Powerful Closing The vast experience of the two authors makes this book unique and practical including worksheets and examples [Top 5 Keys To A Rich Life & Business Wealth Handbook: A Toolbox For CEO's, Managers & Entrepreneurs For Ultimate Achievement](#) Chris Voss, 2021-11-17 As a Forbes Top 50 recognized leader and top 1% podcast

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