



Sales Closing For Dummies

Tom Hopkins

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Sales trainer Tom Hopkins shows how to handle the most crucial part of any sales negotiation - the close - successfully. From questioning strategies and understanding the anatomy of a close to managing surprise endings and bowing out gracefully, readers will learn how to keep their composure, avoid making costly mistakes, and increase sales significantly. Like its companion title, "Sales Prospecting for Dummies", this portable guide is filled with scripts and samples designed to assist any salesperson.

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