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split into 7 big parts, so it'll be easy to remember the information in a more structured way. We think it's very enjoyable and easy to read because Zig Ziglar writes with humor and paints vivid pictures when explaining situations.

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There is no such thing as a good salesman who is a poor closer if you cannot close you cannot sell. If you fall short in any part of the sales process including the close, you can not sell. Period. Do not try to close before you have established in the prospect's mind significant value for what you are selling.

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Zig Ziglar shares with the reader how he overcame obstacles in achieving success in his life, professionally, and personally. He uses stories to show examples of the "Secrets" to closing deals. Many of the stories he shares with the reader are stories about how he was closed by good, professional sales people.

~~Zig Ziglar's Secrets of Closing the... book by Zig Ziglar~~

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This book by Zig Ziglar is the combination of “Ziglar on Selling” and “The secrets of closing the sale” In which he discusses the details of his sales life and how he can in his words see you at the top. Ziglar is a selling master but methods to get past every questions, objection and rejection.

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