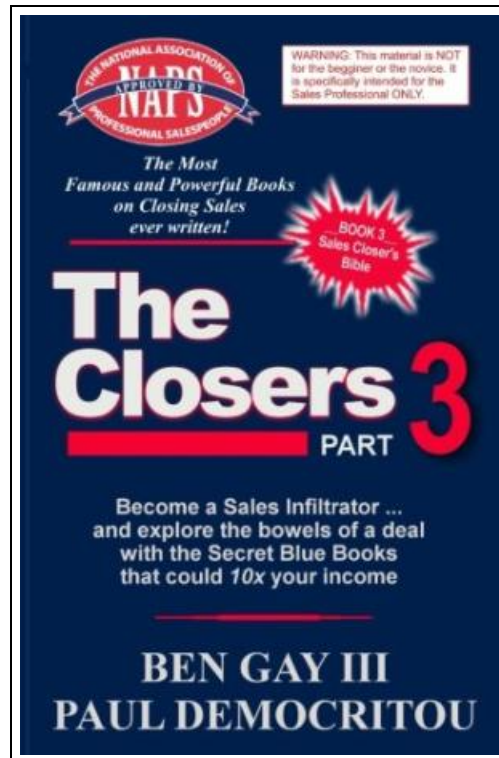


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Reviews



*The publication is great and fantastic. Sure, it is enjoy, nevertheless an interesting and amazing literature. You will not truly feel monotony at at any moment of your own time (that's what catalogues are for concerning when you request me).
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Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Struggling in sales? Want to increase your closing percentage? Without selling your soul? When newly appointed Online Marketing Manager, Ben, asks old-timer Ned how much selling has changed, he s surprised by Ned s answer, Not much. Ben bets that he can put together an online system that will out-sell Ned. The latest installment in the Famous Blue Books Series, The Closers - Part 3, follows the mentoring relationship between Ned and Ben that leads them to the deal of their lives. Living legend Ben Gay III and Entrepreneur and Sales Expert Paul Democritou teach you how to explode your sales career and finally win in closing in this teaching novel with commentary. Learn the only close you will ever need if you follow the principles of Sales Infiltration. Understand the Levels of Salesmanship and how to climb the Ladder of Success by thinking differently. See how Sales Infiltrators approach each stage of a deal, and understand the true meaning of always be closing. Eavesdrop on real-life heavy-hitters conversations with transcripts of the authors conversations in the commentary Enjoy the narrative, read the notes for a crash-course in Sales Infiltration, or combine the two for a complete masterclass. The Closers - Part 1, which explains selling the way it really is, not the way some salespeople wish it was, sold over 5 million copies before the publisher stopped counting 20 years ago. The Closers - Part 2 picked up where that left off, showing you what successful, sophisticated salespeople really do with that basic information. The Closers - Part 3 moves beyond Master Closers to Sales Infiltration, combining classic sales closing techniques with modern technology and sales psychology to demystify why...

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