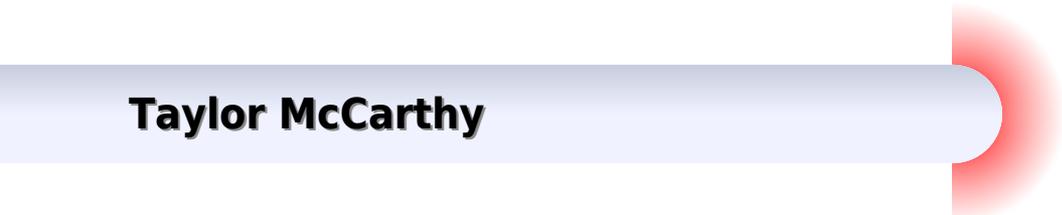


# 32 TIPS TO CLOSE EVERY SALE



# How To Close Every Sale

**Taylor McCarthy**



## **How To Close Every Sale:**

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productive closing tactics backfire and hold you back In The Perfect Close you will learn a closing method that is nearly always successful in the 95% range It s zero pressure and involves just two questions It s a clear simple approach that is flexible enough to use on every kind of sale at every given stage It can be learned in less than an hour and mastered in a day It is especially helpful for new and inexperienced salespeople and professionals who dislike the stigma of selling or find the selling process awkward or uncomfortable In The Perfect Close The Secret to Closing Sales you will learn A simple method to closing that is nearly always successful 95% range is zero pressure involves just two questions How traditional closing techniques damage trust what you can do remain on emotionally higher ground How to close more sales in way that makes clients feel more educated in control and see you as a facilitator consultant A proven and repeatable process for advancing sales that can be used in any kind of sale at any given stage How to add continuous momentum advance your sales in a way that results in more closed business faster closed business A natural way to close that doesn t require that you change your personality or become someone you re not How to completely eliminate the stress tension that some people feel when it comes to asking for commitments How to add value on every sales encounter Everything you need to know to advance every sale to closure The Perfect Close represents the best practice in closing sales today Apply it yourself and discover how this simple technique along with being genuinely authentic creates the highest levels of success and happiness This is more than a just a book It s a sales training course that outlines step by step what you need to do to advance your sales to closure If you are new to sales make this the first book you read It will teach you how to be effective immediately and will literally teach you the rest of the steps in your sales process If you are an experienced professional looking for ways to improve your performance this book will help take your closing skills to a whole new level SPECIAL BONUSES With this workbook you will get access to a load of complimentary online resources including Electronic Version of All the Forms models figures The Perfect Close Mind Map Opportunity Research Forms Encounter Planning Forms Sample Meeting Agendas The 21 Closing Secrets Reference Guide Special Reports and much more Praise for The Perfect Close Workbook Master this material and it will change the way you sell and it will change your life I have seen these methods used and perfected for over 20 years and I can tell you this is the real deal J Kelly Skeen Vice President of Sales NextGen Healthcare This belongs on every single bookshelf of every single seller It will give you the clarity confidence and competence to make every sale more natural The Perfect Close is one of my all time favorites about selling I can t think of any seller in any industry who wouldn t benefit by reading and applying The Perfect Close Deb Calvert President of People First Productivity Solutions and author of DISCOVER Questions Get You Connected I have read literally hundreds of sales books and I would put The Perfect Close in my top ten The Perfect Close Workbook will give you excellent ideas and tools to dramatically increase your sales effectiveness I very highly recommend it John Spence One of the top 100 Business Thought Leaders in America author of Awesomely Simple

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