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By Grant Cardone The Closers

A survey of over 1100 sales people indicates that handling objections and closing the deal are the biggest weaknesses of ALL sales people. I created The Closer ' s Survival Guide for YOU so you can become

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GREAT at Negotiating and Closing. I assure you this will be the BEST most current information you have ever read or I

The Closer's Survival Guide Book - Grant Cardone Training ...

It is the ability to close that makes a difference more than any other skill you will learn in life! Grant Cardone's new book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20 major rules of closing and over 120 exact closes that you can use every day!

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Did you know that the average buyer MUST be asked 5 times before they will buy but the average sales person on has 3 closes. The Close is 20% of your selling time but 100% of your income. Over 5 hours 31 minutes delivered by Grant Cardone himself! Note: This is not the physical audio CD version.

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In The 10 Reasons Closers Fail course you will get why deals fail and learn the steps that you need to take so you can succeed in closing. Just to give you a basic outline, the top ten reasons why most people fail to close is due to... Not enough attempts. Pressure is perceived as a bad thing. Unwillingness to deal with emotions.

The 10 Reasons Closers Fail : Grant Cardone Blog Post
What is the #1 reason you aren ' t closing your customers? You don ' t close deals because you don ' t ask. You don ' t set it up and you don ' t ask. #1. Tell them your intention. Your intention is to close, so let them know it! This is about setting the mood. #2. Tell them there are only 2 [...]

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Why You're Not Closing | Grant Cardone TV

But we all know, coffee is for closers. Here is my take on the Alec Baldwin scene: Like any sport, there are rules to selling, especially when it comes to closing the sale. So you can become a master closer and earn that coffee, here is a dozen of my best rules for closing the deal. ... 185 Sell Or Be Sold with Grant Cardone: Dentistry ...

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Grant Cardone is the bestselling author of The 10X Rule and If You 're Not First, You 're Last as well as a sales trainer, speaker, and entrepreneur who has worked in real estate and the auto industry. Grant Cardone is a real estate mogul who built his \$1.8 Billion portfolio of multifamily properties from scratch.

Grant Cardone - 10X Your Business, 10X Your Income, 10X ...

Grant Cardone: 10 Reasons Closers Fail. Posted on

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October 23, 2020 October 18, 2020 Author

CardoneSolutions Leave a comment. Grant Cardone: 10 Reasons Closers Fail. There are multiple reasons why deals don ' t go through and most of it will have a lot to do with communication, negotiation, and the decision process.

Grant Cardone: 10 Reasons Closers Fail - Cardone Solutions

Grant Cardone's book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20 major rules of closing and over 120 exact closes that you can use every day!

The Closer's Survival Guide - Third Edition (Audio ... Grant Cardone's new book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20 major rules of closing and over 120 exact closes that you can use every day! Testimonials "He's done it again!

The Closer's Survival Guide: Grant Cardone: 9781607431091 ...

Grant Cardone: 10 Reasons Closers Fail There are multiple reasons why deals don ' t go through and most of it will have a lot to do with communication, negotiation, and the decision process. If the communication in the sales cycle does not go well, then both parties can feel like they are not getting the deal done, which is exactly what will wind up happening.

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Grant Cardone: 10 Reasons Closers Fail by Cardone ...
I created The Closer ' s Survival Guide for YOU so you can become GREAT at Negotiating and Closing. Over 126 of the GREATEST closes you will ever hear - how to use them, when to use t ... Grant Cardone TV. Free Ebooks. CARDONE ENTERPRISES. 18909 NE 29th Ave Aventura, FL 33180 Toll-Free: 800-368-5771 Office: +1 310-777-0255

The Closer's Survival Guide Book and MP3 - Grant Cardone ...

A great closer will have more closes than the customer has objections, stalls and reasons not to close. That ' s why I have over 100 closes in The Closer ' s Survival Guide. 3. Persist Until You Close In the 20 Rules of Closing a Deal, I talk about always asking one more time. This is what separates the closers from the sellers.

5 Techniques to Become a Master Closer - Grant Cardone ...

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The Closer ' s Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also

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critically important for dreamers, investors, inventors, buyers, brokers, entrepreneurs, bankers, CEO ' s, politicians and anyone who wants to close others on the way they think and get what they want in life. Show me any highly successful person, and I will show you someone who has big dreams and who knows how to close! The end game is the close.

In this #1 New York Times bestseller, Detective Harry Bosch joins LA's elite Open/Unsolved Unit to help piece together the mysterious death of a teenage girl. He walked away from the job three years ago. But Harry Bosch cannot resist the call to join the elite Open/Unsolved Unit. His mission: solve murders whose investigations were flawed, stalled, or abandoned to L.A.'s tides of crime. With some people openly rooting for his failure, Harry catches the case of a teenager dragged off to her death on Oat Mountain, and traces the DNA on the murder weapon to a small-time criminal. But something bigger and darker beckons, and Harry must battle to fit all the pieces together. Shaking cages and rattling ghosts, he will push the rules to the limit -- and expose the kind of truth that shatters lives, ends careers, and keeps the dead whispering in the night . . .

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

During economic contractions, it becomes much more difficult to sell your products, maintain your customer

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base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who are not able to make the transition. But imagine being able to sell your products when others cannot, being able to take market share from both your competitors, and knowing the precise formulas that would allow you to expand your sales while others make excuses. *If You 're Not First, You 're Last* is about how to sell your products and services—despite the economy—and provides the reader with ways to capitalize regardless of their product, service, or idea. Grant shares his proven strategies that will allow you to not just continue to sell, but create new products, increase margins, gain market share and much more. Key concepts in *If You 're Not First, You 're Last* include: Converting the Unsold to Sold The Power Schedule to Maximize Sales Your Freedom Financial Plan The Unreasonable Selling Attitude

Achieve "Massive Action" results and accomplish your business dreams! While most people operate with only three degrees of action—no action, retreat, or normal action—if you're after big goals, you don't want to settle for the ordinary. To reach the next level, you must understand the coveted 4th degree of action. This 4th degree, also known as the 10 X Rule, is that level of action that guarantees companies and individuals realize their goals and dreams. The 10 X Rule unveils the principle of "Massive Action," allowing you to blast through business clichés and risk-aversion while taking concrete steps to reach your dreams. It also demonstrates why people get stuck in the first three actions and how to move into making the 10X Rule a discipline. Find out exactly where to start, what to do,

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and how to follow up each action you take with more action to achieve Massive Action results. Learn the "Estimation of Effort" calculation to ensure you exceed your targets Make the Fourth Degree a way of life and defy mediocrity Discover the time management myth Get the exact reasons why people fail and others succeed Know the exact formula to solve problems Extreme success is by definition outside the realm of normal action. Instead of behaving like everybody else and settling for average results, take Massive Action with The 10 X Rule, remove luck and chance from your business equation, and lock in massive success.

I want to help you reach millionaire status, even get rich, if you believe that you deserve to be the person in the room that writes the check for a million dollars, ten million or even 100 million—let ' s roll.

From the millionaire entrepreneur and New York Times bestselling author of The 10X Rule comes a bold and contrarian wake-up call for anyone truly ready for success. One of the 7 best motivational books of 2016, according to Inc. Magazine. Before Grant Cardone built five successful companies (and counting), became a multimillionaire, and wrote bestselling books... he was broke, jobless, and drug-addicted. Grant had grown up with big dreams, but friends and family told him to be more reasonable and less demanding. If he played by the rules, they said, he could enjoy everyone else's version of middle class success. But when he tried it their way, he hit rock bottom. Then he tried the opposite approach. He said NO to the haters and naysayers and said YES to his burning, outrageous, animal obsession. He reclaimed his obsession with

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wanting to be a business rock star, a super salesman, a huge philanthropist. He wanted to live in a mansion and even own an airplane. Obsession made all of his wildest dreams come true. And it can help you achieve massive success too. As Grant says, we're in the middle of an epidemic of average. The conventional wisdom is to seek balance and take it easy. But that has really just given us an excuse to be unexceptional. If you want real success, you have to know how to harness your obsession to rocket to the top. This book will give you the inspiration and tools to break out of your cocoon of mediocrity and achieve your craziest dreams. Grant will teach you how to: - Set crazy goals--and reach them, every single day. - Feed the beast: when you value money and spend it on the right things, you get more of it. - Shut down the doubters--and use your haters as fuel. Whether you're a sales person, small business owner, or 9-to-5 working stiff, your path to happiness runs through your obsessions. It's a simple choice: be obsessed or be average.

The keystone of Gay's world-famous series of books, first published in 1980, is a complete reference on closing sales and a guide to new sales presentations in today's marketplace. Not a beginner's manual or self-help book, this classic is designed to help master closers brush up and study total closing procedures.

If you want to know, step by step, how to quickly, easily, and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read

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this book. Here's the deal: Selling is, at its core, isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals. True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans. Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals. Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride. In this book, you'll learn things like... The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales. The true purpose of the presentation and the crucial, often-missing steps that need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales. How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money. Know exactly when it's time to go for a close, and know how to smoothly create an abundance of closing opportunities. This is the hallmark of every master closer. Learn it, use it, and profit. Why it's a myth that you need to know multiple ways to close

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deals. Learn this one, simple method, and you'll be able to use it to close all of your sales. Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again. And a whole lot more! This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process. If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success. If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality. **SPECIAL BONUS FOR READERS!** With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book. Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned. Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to immediately improve your numbers!

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