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Close The Deal: The Sandler Sales Institute's 7 Step System For Successful Selling
Explode your commissions by closing winning deals every time you get in front of a prospect! Close the Deal presents you with a revolutionary, yet remarkably simple, Seven-Step System for regaining control, removing pressure, and ultimately closing more sales and generating more profit than you ever will by using those tired old-school techniques. The Sandler Seven-Step System is based on the fundamental principle that the most successful selling experience is one that is completely pressure-free - both for the prospect and for you. If you’re feeling abused or pressured by your prospect, you’re doing something wrong. You should never have to forfeit your self-respect or fake enthusiasm about your product in order to make a sale. Likewise, your prospect should never feel manipulated by you. In fact, the buyers should be the ones to close the sale. Your role should be to help them help themselves. Everyone out on the front lines of selling knows that the traditional techniques that salespeople have relied on for decades just don’t work anymore. They’re worn-out, dated, and increasingly irrelevant in today’s radically changing marketplace. Worst of all, these techniques put control of a sales call exactly where you don’t want it - into your prospect’s hands. You can bet that any prospect worth closing can spot these worn-out tactics a mile away and will be on the defensive before your presentation even begins. In Close the Deal, you’ll discover proven sales techniques that will help you reach this ideal and far more profitable level of selling. The Sandler Selling System has been called "The best-kept sales secret in America", because for years, it was only available through the Institute itself and its franchisees nationwide. Now, at last, these revolutionary techniques are directly available to you.
Close the Deal: The Sandler Sales Institute's 7 Step System for Successful Selling Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) You Can't Teach a Kid to Ride a Bike at a Seminar : The Sandler Sales Institute's 7-Step System for Successful Selling Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) You Can't Teach a Kid to Ride a Bike at a Seminar, 2nd Edition: Sandler Training's 7-Step System for Successful Selling Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) The Closer's Bible: The Book of Books on Sales Training & Techniques to Close the Deal! The New Strategic Selling: The Unique Sales System Proven Successful by the World's Best Companies Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling) Sales Superstar - Volume 2 - Prospect, Present and Close - The fundamentals of Selling 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. eBay: Find All You Need To Sell on eBay and Build a Profitable Business From Scratch, Step-By-Step (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Selling on eBay) Cyberbullying: Deal with it and Ctrl Alt Delete it (Lorimer Deal With It) Gaming: Deal with it before it outplays you (Lorimer Deal With It) Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) Vacation Ownership Sales Training: The One-on-One Successful Training Guide for the First Year of Timeshare Sales Life Insurance Sales Success Formula: A Comprehensive Guide to Building a Successful Life Insurance Sales Career Thrift Store: How to Earn $3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets ( FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) eBay: The Ultimate Step-By-Step Beginners Guide to Sell on eBay and Build a Successful Business Empire From Scratch (eBay, eBay Selling, eBay Business, Dropshipping, eBay Buying, Online Business)