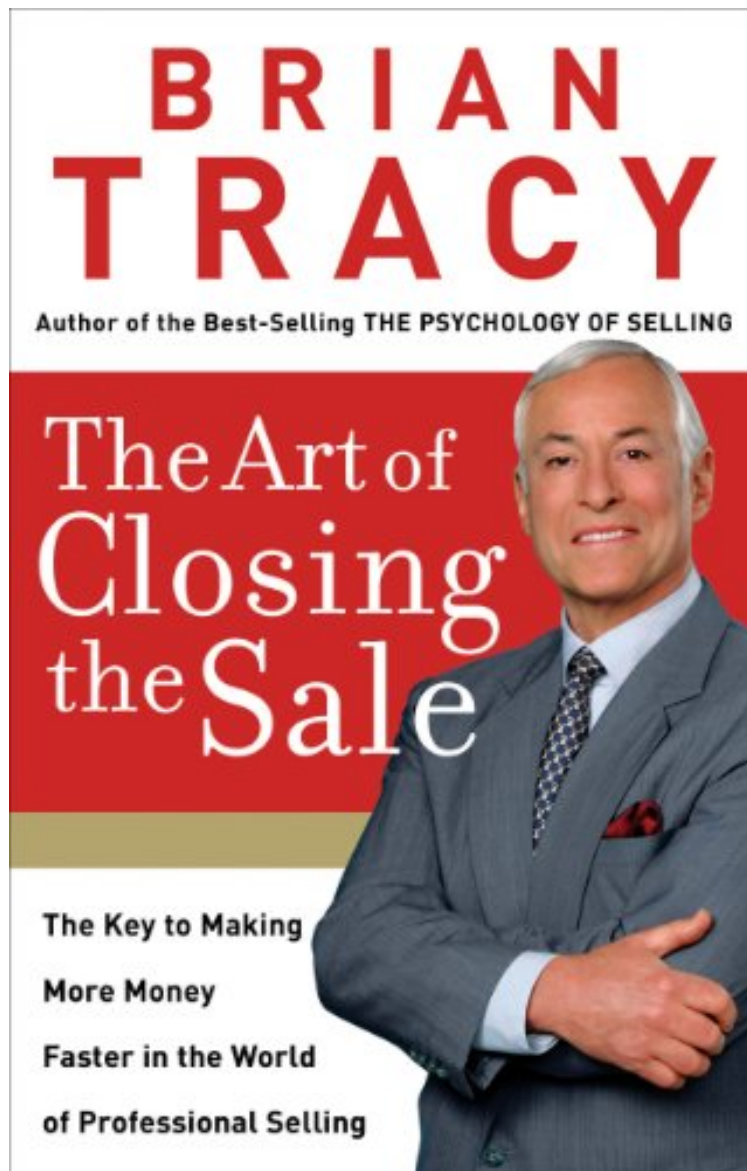


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## The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling

Brian Tracy

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**Brian Tracy : The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling:

4 of 4 people found the following review helpful. Not all thereBy Scott McMahonHere is an outstanding program that

was not all there. I purchased this because a former manager let me listen to his several years back. I loved it back then. It's just that I remember it being 6 - 8 discs. This purchase only had 2 discs. Does it have insightful information within the two discs? Absolutely, but so much more is missing. I'm assuming this was recorded and re-sold. You can go to [briantracy.com](http://briantracy.com) and see that they sell the entire program for a lot more and it includes at least 6 discs. Needless to say I was a little disappointed. 2 of 2 people found the following review helpful. Material is excellent. Audio and ebook sync could be improved. By Mike Southerland Ton of great information. It came recommended to me by my mentor. It did not fail to live up to the recommendation. I bought the ebook/audio combo. Material was great. Syncing between the two wasn't always flawless. So I listened to some of it several times as I was trying to find my place after an interruption. 5 of 5 people found the following review helpful. I really enjoyed this on the way to work every day to ... By joe king I really enjoyed this on the way to work every day to help get me focused and remind me what i was going to work to do... SELL! I really wish it went a little deeper into the psychology of the selling process rather than going over different closing methods. Brian Tracy is all about highly professional selling rather than high pressure, which works better for telemarketing because of the lack of face to face interaction. All in all a very good purchase for any league of sales. Very pleased with my purchase.

"Let me think it over." Early in his sales career, world-renowned sales expert Brian Tracy couldn't find a way to overcome that simple five-word objection and close the sale. Then he discovered a technique that worked. Business boomed. Tracy broke every sales record in his company and increased his income twenty-fold. Since that breakthrough many years ago, Tracy has meticulously studied and collected the best of the best in sales-closing techniques. Now, in *The Art of Closing the Sale*, he shares this wealth of knowledge that has already helped more than one million people maximize their sales results. No matter how eloquent or passionate a salesperson you may be, no matter how friendly your smile or likable your personality, if you can't close the sale, your efforts yield nothing. *The Art of Closing the Sale* teaches the learnable skills that anyone can use to transform the sales process into a consistent win. This book is an absolute must-read for every sales professional seeking to boost their career and create a future of success.