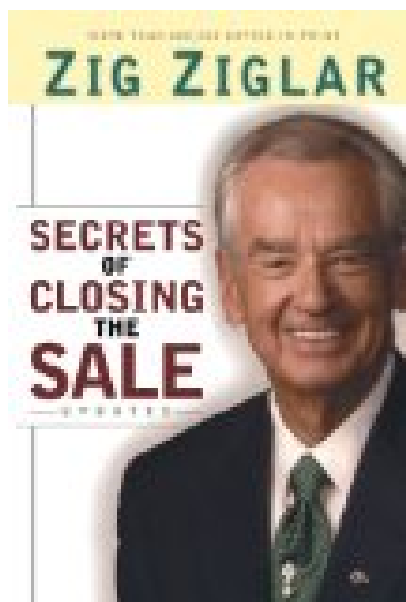


Secrets of Closing the Sale



BOOK DETAILS

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BOOK SYNOPSIS

A primer on the art of persuasion outlines techniques for using imagination effectively, projecting warmth and integrity, instilling confidence, overcoming common obstacles, and increasing productivity and professionalism, in a guide that provides stories and examples for more than 100 successful closes.

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