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

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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

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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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The Closer's Survival Guide MP3 - Grant Cardone Training ...

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 [...]

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 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

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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.

Grant Cardone: 10 Reasons Closers Fail by Cardone ...

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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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