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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

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MUST be asked 5 times before they will
buy but the average sales person on has 3

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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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Cardone Training ... 1st First

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.

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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

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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
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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

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Guide: Over 100 ways to ...

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

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2020 Author CardoneSolutions Leave a

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comment. Grant Cardone: 10 Reasons
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why deals don't go through and most of it
will have a lot to do with communication,
negotiation, and the decision process.

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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!

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can use every day! Testimonials "He's
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There are multiple reasons why deals

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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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I created The Closer's Survival Guide for
YOU so you can become GREAT at
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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.

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5 Techniques to Become a Master Closer -
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