



Whether you're introducing a new product to a prospective account or selling your boss on a new idea, *Close the Deal* is the essential sales training, troubleshooting, and motivational manual. Check full of insightful advice and practical checklists, *Close the Deal* applies to every aspect of the sale—from making appointments and a positive first impression to understanding a buyer's reservations and fears to delivering the best customer service and maintaining your professional relationships.

"*Close the Deal* is the 'Greatest Hits' of professional selling tools. Everything you need to know is all here in a practical, positive, and powerful package."
—Dan Chavren, Regional Sales Manager, IBM Corporation

"This book is excellent. The checklist format is effective and easy to read, with new and fresh ideas you won't find in other sales books. *Close the Deal* will be required reading for my entire sales force."
—Pamela O'Neill, Regional Sales Executive, ADP Dealer Services

"*Close the Deal* is loaded with psychological insights, concise suggestions, and practical applications."
—Richard S. Newcombe, President and CEO, Creators Syndicate

"*Close the Deal* will give even seasoned salespeople a boost of confidence as well as clear instruction on both the latest and time-tested effective sales approaches."
—C.R. Bedrosian, Director of Sales, K/NET Industries, Inc.

Sam Deep is a motivational speaker, trainer, and consultant from Pittsburgh. **Lyle Sussman, Ph.D.**, is Professor of Management at the University of Louisville. Their other books include *Yes, You Can!*, *What to Say to Get What You Want*, *Smart Moves*, *Power Tools*, and *Smart Moves for People in Charge*. One of this country's premier sales-training firms, **The Sandler Sales Institute** has a national network of 180 affiliates.

Cover design by Bruce W. Bond



A Member of the
The McGraw-Hill Companies

US \$17.99 / \$21.00 CAN



9 780738 420038



[Download book](#)

Close the Deal: 120 Checklists for Sales Success



[Download](#)



[Read Full Book](#)

Total Downloads: 55433

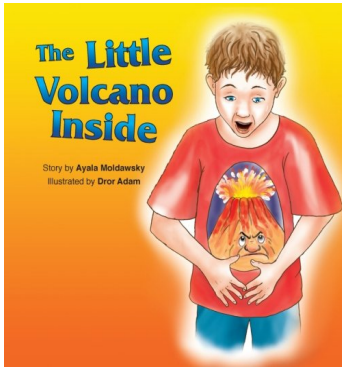
Formats: djvu | pdf | epub | kindle

Rated: 10/10 (1650 votes)

Close the Deal: 120 Checklists for Sales Success

Deep and Sussman's *Smart Moves* and *Smart Moves for People in Charge* gave readers checklists for climbing the corporate ladder and taking on leadership tasks. Now, teamed with one of the country's premiere sales-training firms, they apply the same popular, practical approach to a vital task for any organization: selling. Whether you're introducing a product, marketing your small business's services, or selling your boss on a new idea, you'll benefit from checklists like these: Seven Fears All Buyers Share Thirteen Ways to Warm Up to Cold Calling Ten Different Ways to Set Your Asking Price Eight Questions to Help You Sell with Integrity For training, troubleshoot

download Close the Deal: 120 Checklists for Sales Success online free download Close the Deal: 120 Checklists for Sales Success android download Close the Deal: 120 Checklists for Sales Success itunes download Close the Deal: 120 Checklists for Sales Success app Close the Deal: 120 Checklists for Sales Success audiobook free



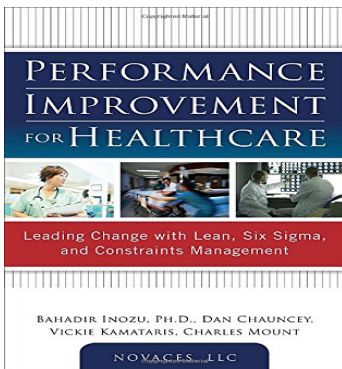
The Little Volcano Inside

How can your child learn to control his anger and frustration, without resorting to violence? A little boy discovers that he has a little volcano inside. When he becomes upset, it rumbles and roars and he just can't seem to control it. The Little Volcano Inside is a unique, powerful and sensitively



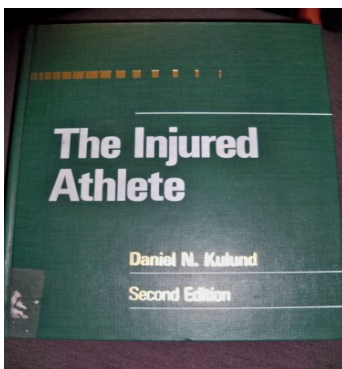
From Shy To Social: The Shy Man's Guide to Personal & Dating Success

ForeWord Magazine Book Of The Year Award Finalist



Performance Improvement for Healthcare: Leading Change with Lean, Six Sigma, and Constraints Management

PROVEN STRATEGIES FOR REVOLUTIONIZING HEALTHCARE SYSTEMS "If I had to sum up this book in one word, the word would be 'brilliant!' This is one of the most insightful books on TOC, not just for healthcare, that I have ever read." --BOB SPROULL, author of The Ultimate Improvement Cy



The Injured Athlete

helpful and delightful book

Close the Deal: 120 Checklists for Sales Success download google play download novel Close the Deal: 120 Checklists for Sales Success gratis download Close the Deal: 120 Checklists for Sales Success download Close the Deal: 120 Checklists for Sales Success free ebook download download Close the Deal: 120 Checklists for Sales Success epub bud

What others say about this ebook:

Review 1:

great book at a good price, fast shipping

Review 2:

Excellent format for fast, effective access to truly useful information and guidance. 'Close the Deal' is an outstanding book to have at the ready as a reference for all levels of sales experience. Read it from cover to cover. I have given away three copies already and bought two more for gifts to my colleagues. Would rather my competition not read it however.

Review 3:

Simply the BEST book I have ever read on sales!

Review 4:

At every sales visit to a client, check this book first before you walk in. It is a must have!

Review 5:

Love this book, we use it in our sales training and have really learned a lot from it. Highly recommend it.

Close the Deal: 120 Checklists for Sales Success for kindle download Close the Deal: 120 Checklists for Sales Success in pdf format Close the Deal: 120 Checklists for Sales Success trilogy Close the Deal: 120 Checklists for Sales Success hottest scenes download Close the Deal: 120 Checklists for Sales Success pdf Close the Deal: 120 Checklists for Sales Success movie download Close the Deal: 120 Checklists for Sales Success trilogy pdf free Close the Deal: 120 Checklists for Sales Success ibook Close the Deal: 120 Checklists for Sales Success ebook free can i download Close the Deal: 120 Checklists for Sales Success on my iphone