# THE ART OF CLOSING THE SALE



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## Success in sales starts before you make the first call

in addition to the material covered in this summary, The Art of Closing the Sale examines what makes a great salesperson, offers insight on the prospect, and

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## **Pro Tips for Closing Your Sales Opportunities**

Closing a sale is an art form. It's the culmination of hours, days, weeks, months or even years of effort. Here are some pro tips to help you close a sale.

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## The Lost Art of Closing for the One Call Close The Sales

A reader of this blog emailed me to ask me about applying The Lost Art of Closing (TLAC) as it pertains to the

one call close. The reader recognized that

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