

ZIG ZIGLAR CLOSING THE SALE



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Zig Ziglar, a talented author and speaker, has traveled over five million miles and worked with clients and corporations of all sizes, from Fortune 500 companies to churches, schools, and non-profit associations. He has written twenty-one books on personal growth, leadership, sales, faith, and success, nine of which have been bestsellers. He lives in Carrollton, Texas.

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Zig Ziglar's Secrets of Closing the Sale by Zig Ziglar

Super entertaining and fun book to read plus Zig is a genius at sales. The biggest idea I took from this book is having the belief and being proud of your product, there's also tons of other cool stuff but when Zig Ziglar talked about belief it felt really powerful.

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Zig Ziglar s theory of sale places the client s needs on a pedestal meaning it represents the key point to which the seller should orient itself. I think every salesperson and maybe even every entrepreneur has read at least one book written by Zig Ziglar. We can easily call him a guru in his field.

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Zig Ziglars Secrets of Closing the sale pdf Sales

Book: Zig Ziglar s Secrets of Closing the Sale (1984) Author: Zig Ziglar Date: January 27, 2002 10 Key Concepts: 1. By asking questions, there is no way you can get unhappy with me about the answers you give to those questions 2. There are five basic reasons people will not buy from you. These are: no need, no money, no hurry, no desire, and no trust.

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