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Closer's survival guide en español

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Sales business is vital in ways that many cannot appreciate, and it is an art form that in many ways resembles the structure and complexity of a language. So we get to the Chiusore survival guide a book focused perhaps on the most important part of the sale 'The art of the neighbor'. Written by Grant Cardone, a true legend in the arena of sales. So, I had great hopes for this title. Having read one of Cardone's previous books Rule 10x: The only difference between success and failure, I know he's a capable author. However, what hein The Closers Survival Guide feels like the missing appendix of a book that is still to be read (and one I imagine is still to be written). Cardone approaches this title with its usual energy and zeal. His complete knowledge of the art of sales and closure is more than impressive, and it is clear that he is a very capable and intelligent seller. However, this sincerely feels like asking to learn a language by giving a dictionary — with the worst thing being the dictionary is not even in alphabetical order and there is no context of grammar, forms and structures that the language takes. It only oscillates endlessly after closing, after closing — placed in a apparently random and unrelated order, without picture of when or why to use each, or how to integrate them into a sale. From time to time it warns against the use of certain closures, but without applicable settings its advice can actually undermine many sales people. The Closing Context is only absent, so it ends up becoming a blur of Cardone showing its vast knowledge. Anyone who has an experienced background in sales will be familiar with some if not many of the closures, but there will certainly be many closures that even the most accomplished person of sale will not be familiar - with some being broad compared to some with more scope and tight utility. Some are very similar (and they would have been better organized in appropriate styles and categories) but the randomness of the presentationthe usefulness of all presented. Imagine being presented a food menu with 1000 random items, all uncategorized without logical order, only an undefeated mass assortment — without prices or values. Now tell me what you want to choose for dinner? Ultimately Cardone leaves the hungry reader for structure, shape and context. The total absence of organization and lack of framework can leave many overwhelmed and actually set their progress in terms of true understanding. So it could actually do more harm than well. Unfortunately, this is a saddle that should be completely rewritten to be of functional use in the learning arena for real life sales. This is a shame as such a vast knowledge could have been put to much better use with the right application. ...more 126 Closes. Unlimited success. The world is scattered with the bodies of sales people who have learned enough to sell to make a career of it, but never learned how to close agreements constantly in a way to make a success of it. The Close is 20% of your sales time, but 100% of your income. The Closer Survival Audio Series contains 8 discs containing 126 of the most powerful closures known to humanity, guaranteed to make you a Closer Master. In each of these jam-packed discs, Grant personally delivers each neighbor with its usual flare and style, while also giving secrets to fully use each neighbor so that any objection can be handled quickly and effectively. Closure of salethe only guarantee of rewards. It's not true they pay you to sell. You're not paid to sell. You're only paid to close. your ability or inability to bring your buyer to a decision "yes", to stop looking, thinking and stalling and finally, close by, alone determines your stability and productivity as a sales person. those who can close love by selling and those who can't close it! with the audio series of the survival guide of the closer, you will be able to close the deal every time, every time. it is up to you, whether closed or closed. this program includes 126 ways to close the deal! close the scale from one to ten near payment close the payments to the figures close the rate close the equipment close Title/Registration close paperwork spouse stall close 1 spouse stall close 2 spouse stall close 3 spouse stall close 4 not available close 2 insurance close second part assist close second budget close second baseman close second baseman close 2 delivery close close close agreement close 2 agreement close close agreement close 2 agreement close agreement close close close 2 agreement closeShut up. 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