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Nine Surefire Ways to Close a Sale. There are a few effective sales closing techniques that allow you to achieve your goal: Now or never close; Summary close; Sharp angle close; Question close; Assumptive closes Takeaway closes Soft close The option close The opportunity cost close Challenges You May Face When Trying to Close a Sale. Any job has its challenges, and this one is not an exception to the rules. Here are the most common challenges sales teams face:

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Surefire Sales Closing Techniques This edition published in August 1978 by Prentice Hall Trade. The Physical Object Format Paperback Number of pages 204 Dimensions 8.3 x 5.4 x 0.7 inches Weight 7 ounces ID Numbers Open Library OL10094555M Internet Archive surefiresalesclo00lesd ISBN 10 0138778949 ISBN 13 9780138778941

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Use these tips to give a foolproof response and close more deals. It's Tuesday morning at the dealership. Foot traffic is slow, so you send out follow-up emails and make some phone calls, until you spot someone on the lot. He's walking around the cars and trucks, casually checking out the inventory.

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