

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management)

By Mike Kaplan

Donwload Read Online

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan

If you want to know, step by step, how to sell and quickly, easily, and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read this sales book.

Here's the deal:

At its core, selling isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals.

True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans.

Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals.

Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride.

In this book, you'll learn things like...

* The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales.

* The true purpose of the presentation and the crucial, often-missing steps that

need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales.

* How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money.

* Learn how to smoothly create an abundance of closing opportunities, and know when to act on them and close. This is the hallmark of every master closer. Learn it, use it, and profit.

* Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales.

* Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again.

* And a whole lot more!

This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process.

If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success.

If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality.

SPECIAL BONUS FOR READERS!

With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book.

Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned.

Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to sell more, sell easier, and sell faster!

Download Secrets of a Master Closer: A Simpler, Easier, and ...pdf

Read Online Secrets of a Master Closer: A Simpler, Easier, a ...pdf

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management)

By Mike Kaplan

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan

If you want to know, step by step, how to sell and quickly, easily, and smoothly walk anyone from being a skeptical prospect to a happy customer that refers you friends, family, and colleagues...then you want to read this sales book.

Here's the deal:

At its core, selling isn't a patchwork of cheesy closing techniques, annoying high-pressure tactics, or gimmicky rebuttals.

True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans.

Not coincidentally, this is the type of selling that truly great salespeople have mastered. This is the type of selling that keeps pipelines full and moving, and that builds a strong, loyal customer base that continues to give back to you in the form of customer loyalty, reorders, and referrals.

Well, that's what this book is all about. It will give you a crystal-clear picture of the exact steps that every sale must move through and why, and how to methodically take any prospect through each, and eventually to the close. And how to do it with integrity and pride.

In this book, you'll learn things like...

* The eight precise steps of every sale. Leave any out, and you will struggle. Use them all correctly, and you will be able to close unlimited sales.

* The true purpose of the presentation and the crucial, often-missing steps that need to be taken first. If you're making the same presentation mistakes as most other salespeople, this chapter alone could double your sales.

* How to easily discover which prospects can use and pay for your product/service, and which can't. Time is your most valuable commodity as a salesperson, and if wasted, it costs you money.

* Learn how to smoothly create an abundance of closing opportunities, and know when to act on them and close. This is the hallmark of every master closer. Learn it, use it, and profit.

* Why it's a myth that you need to know multiple ways to close deals. Learn this one, simple method, and you'll be able to use it to close all of your sales.

* Simple formulas to turn any objection into a closing opportunity. Use them and never fear hearing a prospect's objection ever again.

* And a whole lot more!

This is more than a just a book, really. It's a step-by-step sales training course. Each chapter ends with precise exercises that will help you master each technique taught and each step of the sales process.

If you are new to sales, make this book the first one you read, and you will greatly increase your chances for quick success.

If you are a seasoned veteran and are looking for ways to improve your numbers, this book will help you make your sales goals a reality.

SPECIAL BONUS FOR READERS!

With this book you'll also get a free "Road Map" from the author that lays out, in a PDF chart, every step and key principles taught in the book.

Print it out and keep it handy because it makes for a great "cheat sheet" to use while selling, or just to refresh on what you've learned.

Scroll up, click the "Buy" button now, learn the secrets of master closers, and use them to sell more, sell easier, and sell faster!

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan Bibliography

- Sales Rank: #14078 in eBooks
- Published on: 2012-06-09
- Released on: 2012-06-09
- Format: Kindle eBook

Download Secrets of a Master Closer: A Simpler, Easier, and ...pdf

Read Online Secrets of a Master Closer: A Simpler, Easier, a ...pdf

Download and Read Free Online Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan

Editorial Review

Review

"When you learn the rock-bottom basics of something, they become a part of you so that their utilization becomes second nature. A person can study techniques forever, and some of them work, sometimes, but to some degree a rehearsed script will appear fake, and new situations always arise for which there is no script! Having, knowing, and using your own customized Road Map is the solution to turning a contact into a closed sale. Secrets of a Master Closer gives you that Road Map."
-Rob Rice (Amazon Verified Purchase)

From the Author

Hi,

I'm Mike Kaplan, and I've been fortunate to build 3 multimillion dollar sales companies, including an Inc. 500 winner, which I ultimately sold.

I attribute much of my success to my knowledge of how to sell, which helped me not only get into business for myself, but train hundreds of salespeople over the years and build large, productive sales forces.

My experience training salespeople has shown me that everyone has the potential to be a great salesperson. It only takes three things:

First, you have to know the fundamental principles of selling. No amount of trick techniques or gimmicks can replace an understanding of the underlying laws of sales and persuasion.

Second, you have to know the precise steps that every sale must go through, and how to smoothly walk prospects through each. If you can't, you'll never reach your full potential as a salesperson.

Third, you have to have a strong desire to succeed. I know that sounds trite, but it's true--the best salespeople are inevitably the most driven. Fortunately, once you have the first two prerequisites, this third one usually takes care of itself.

Whether you're new to sales and have no experience or are a seasoned veteran looking for a way to boost your numbers, I can help you.

In my book you'll find the most important principles, techniques, and training exercises that I isolated, tested, and codified during my twenty years in sales and sales training. Regardless of what you're selling, this book will help you sell more and sell faster. This may just be the only book you need to read on sales, but I'll let you be the judge of that.

I hope you enjoy my book and I'd love to hear from you.

Sincerely,

Mike

About the Author

Hi,

I'm Mike Kaplan. I was fortunate to have built 3 successful, multimillion dollar sales companies, including an Inc. 500 Winner, which I ultimately sold.

I attribute much of my success to my ability to sell, which helped me to not only get into business for myself, but also helped to train hundreds of salespeople over the years and grow large, productive sales forces.

My experience training salespeople has shown me that everyone has the potential to be a great salesperson. It only takes three things:

First, you have to know the fundamental principles of selling. No amount of trick techniques or gimmicks can replace an understanding of the underlying laws of sales and persuasion.

Second, you have to know the precise steps that every sale must go through, and how to smoothly walk prospects through each. If you can't, you'll never reach your full potential as a salesperson.

Third, you have to have a strong desire to succeed. I know that sounds trite, but it's true--the best salespeople are inevitably the most driven. Fortunately, once you have the first two prerequisites, this third one usually takes care of itself.

Whether you're new to sales and have no experience or are a seasoned veteran looking for a way to boost your numbers, I can help you.

In my book you'll find the most important principles, techniques, and training exercises that I have isolated, tested, and codified during my twenty years in sales and sales training. Regardless of what you're selling, this book will help you sell more and sell faster. This may just be the only book you need to read on sales, but I'll let you be the judge of that.

I hope you enjoy my book and I'd love to hear from you.

Sincerely,

Mike

Users Review

From reader reviews:

Anderson Austin:

Why don't make it to become your habit? Right now, try to prepare your time to do the important work, like looking for your favorite book and reading a publication. Beside you can solve your trouble; you can add your knowledge by the book entitled Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management). Try to make book Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell

Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) as your buddy. It means that it can being your friend when you sense alone and beside regarding course make you smarter than in the past. Yeah, it is very fortuned to suit your needs. The book makes you a lot more confidence because you can know everything by the book. So , let me make new experience in addition to knowledge with this book.

Arthur Smith:

This Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) are usually reliable for you who want to be a successful person, why. The main reason of this Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) can be one of many great books you must have is usually giving you more than just simple studying food but feed you actually with information that possibly will shock your earlier knowledge. This book is definitely handy, you can bring it all over the place and whenever your conditions both in e-book and printed versions. Beside that this Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) giving you an enormous of experience like rich vocabulary, giving you demo of critical thinking that we know it useful in your day action. So , let's have it and enjoy reading.

Carole Garner:

Do you have something that you want such as book? The guide lovers usually prefer to opt for book like comic, limited story and the biggest some may be novel. Now, why not trying Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) that give your fun preference will be satisfied by means of reading this book. Reading practice all over the world can be said as the opportinity for people to know world a great deal better then how they react toward the world. It can't be said constantly that reading behavior only for the geeky man but for all of you who wants to always be success person. So , for all of you who want to start reading through as your good habit, you could pick Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) become your own starter.

Jewell Brundage:

Are you kind of occupied person, only have 10 or 15 minute in your day time to upgrading your mind expertise or thinking skill perhaps analytical thinking? Then you are experiencing problem with the book when compared with can satisfy your small amount of time to read it because this all time you only find guide that need more time to be study. Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) can be your answer given it can be read by anyone who have those short extra time problems.

Download and Read Online Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan #68LFIKGBZ5T

Read Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan for online ebook

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan books to read online.

Online Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan ebook PDF download

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan Doc

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan Mobipocket

Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) By Mike Kaplan EPub