



Zig Ziglar's Secrets of Closing the Sale

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Zig Ziglar's Secrets of Closing the Sale Zig Ziglar

Doctors, housewives, ministers, parents, teachers ... everyone has to "sell" their ideas and themselves to be successful. This new guide by America's #1 professional in the art of persuasion focuses on the most essential part of the sale—how to make them say "Yes, I will!"

Zig Ziglar lets you in on the secrets of his own sure-fire, tested methods:

- Over 100 successful closings for every kind of persuasion
- Over 700 questions that will open your eyes to new possibilities you may have overlooked
- How to paint word pictures and use your imagination to get results
- Professional tips from America's 100 most successful salespeople

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