



The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic

By Zig Ziglar

[Download now](#)

[Read Online](#) 

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar

Zig shares tips and techniques from his vast wealth of sales experience. His insights will prove to you over and over why this is the definitive how to sales program. This powerful series of twelve timeless sales sessions will help you close more sales today as you build a career for tomorrow! Whether you're a seasoned sales veteran or just now beginning your first sales position, *Secrets Of Closing The Sale* provides you with practical advice and effective questioning techniques that you can use to transform prospects into clients. Learn step by step over 100 specific closes and over 700 questions that lead the prospect to the decision table.

In this newly updated recording, not only will you get to hear timeless lessons on closing the sale from Zig Ziglar that have helped hundreds of thousands of salespeople for more than a generation, but you will hear Zig's son, Tom Ziglar, discuss how these ideas are even more relevant in 2015. Tom is the president of Ziglar Training Corporation, the author of the newly released book *Live to Win*, and a successful platform speaker in his own right.

You'll Learn:

- The ABC's of Closing
- Professional Persuasion and Common Sense Selling
- Buyer-Based Closing Techniques
- Voice Training for Effective Presentations
- Honesty and Empathy for Sales Success ... the basics
- Empathy, Sympathy and Self-image In Selling
- Using Word Pictures To Sell
- Objections: A Salesman's Best Friend
- Asking Questions To Close The Sale ... the basics
- Positive Projection For Closing More Sales
- And much more!

PLUS A BONUS RECORDING: *How to use emotional logic in the selling process to increase your closing ratio.

 [Download](#) The Secrets of Closing the Sale: BONUS: Selling Wi ...pdf

 [Read Online](#) The Secrets of Closing the Sale: BONUS: Selling ...pdf

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic

By Zig Ziglar

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar

Zig shares tips and techniques from his vast wealth of sales experience. His insights will prove to you over and over why this is the definitive how to sales program. This powerful series of twelve timeless sales sessions will help you close more sales today as you build a career for tomorrow! Whether you're a seasoned sales veteran or just now beginning your first sales position, *Secrets Of Closing The Sale* provides you with practical advice and effective questioning techniques that you can use to transform prospects into clients. Learn step by step over 100 specific closes and over 700 questions that lead the prospect to the decision table.

In this newly updated recording, not only will you get to hear timeless lessons on closing the sale from Zig Ziglar that have helped hundreds of thousands of salespeople for more than a generation, but you will hear Zig's son, Tom Ziglar, discuss how these ideas are even more relevant in 2015. Tom is the president of Ziglar Training Corporation, the author of the newly released book *Live to Win*, and a successful platform speaker in his own right.

You'll Learn:

- The ABC's of Closing
- Professional Persuasion and Common Sense Selling
- Buyer-Based Closing Techniques
- Voice Training for Effective Presentations
- Honesty and Empathy for Sales Success ... the basics
- Empathy, Sympathy and Self-image In Selling
- Using Word Pictures To Sell
- Objections: A Salesman's Best Friend
- Asking Questions To Close The Sale ... the basics
- Positive Projection For Closing More Sales
- And much more!

PLUS A BONUS RECORDING: *How to use emotional logic in the selling process to increase your closing ratio.

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar Bibliography

- Sales Rank: #553902 in Books
- Published on: 2016-10-18
- Released on: 2016-10-18
- Formats: Audiobook, CD, Unabridged
- Original language: English

- Number of items: 14
- Dimensions: 5.75" h x 1.50" w x 5.25" l,
- Running time: 1020 minutes
- Binding: Audio CD



[Download](#) The Secrets of Closing the Sale: BONUS: Selling Wi ...pdf



[Read Online](#) The Secrets of Closing the Sale: BONUS: Selling ...pdf

Download and Read Free Online The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar

Editorial Review

From the Back Cover

What is the best way to persuade someone to take action? Do our customers, clients, or patients believe that we are looking out for their best interests? These are just a couple of questions that successful professionals need to ask every day.

Full of entertaining stories and real-life illustrations, Secrets of Closing the Sale will give you the strategies and guidelines you need to become proficient in the art of effective persuasion. You will learn how to:

- project warmth, enthusiasm, and integrity
- effectively use over one hundred creative closes
- increase productivity and professionalism
- overcome the basic reasons people will not buy
- deal respectfully with challenging prospects

Zig Ziglar's principles of success are easy to understand and apply, yet they have a far-reaching impact. By using his proven methods, you will be able to face your prospects with enthusiasm and confidence.

"To call Zig Ziglar a 'super salesman' is an understatement. This work is a compilation of everything he knows about the art of selling. It's worthwhile reading." -Richard M. DeVos, cofounder of Amway, owner and chairman, NBA Orlando Magic

"I dove into as many of Ziglar's tapes and books as I could to develop my abilities. Within a few years, I was breaking every sales record imaginable." -Linda Burzynski, Computer Moms International

"This book will arm you with all the tools necessary to become an extraordinary salesperson. You'll grow professionally and personally." -Nido R. Qubein, chairman, Great Harvest Bread Co.

"Zig is an example to follow." -John C. Maxwell, founder of the INJOY Group

About the Author

Zig Ziglar: a talented author and speaker, he 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 wrote twenty-five books on personal growth, leadership, sales, faith, and success, nine of which have been bestsellers.

Users Review

From reader reviews:

Joshua Orvis:

The book The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic make one feel enjoy for

your spare time. You may use to make your capable a lot more increase. Book can being your best friend when you getting anxiety or having big problem with your subject. If you can make looking at a book The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic to be your habit, you can get a lot more advantages, like add your own capable, increase your knowledge about many or all subjects. It is possible to know everything if you like wide open and read a e-book The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic. Kinds of book are several. It means that, science book or encyclopedia or others. So , how do you think about this guide?

Morris Whitfield:

What do you concerning book? It is not important to you? Or just adding material if you want something to explain what you problem? How about your free time? Or are you busy man? If you don't have spare time to do others business, it is give you a sense of feeling bored faster. And you have extra time? What did you do? Everyone has many questions above. They have to answer that question simply because just their can do that. It said that about book. Book is familiar in each person. Yes, it is correct. Because start from on jardín de infancia until university need that The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic to read.

Ernest Pettaway:

Do you among people who can't read enjoyable if the sentence chained inside the straightway, hold on guys that aren't like that. This The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic book is readable through you who hate the straight word style. You will find the information here are arrange for enjoyable reading through experience without leaving even decrease the knowledge that want to give to you. The writer associated with The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic content conveys thinking easily to understand by lots of people. The printed and e-book are not different in the written content but it just different in the form of it. So , do you nonetheless thinking The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic is not loveable to be your top checklist reading book?

Maria Couch:

Is it you who having spare time and then spend it whole day simply by watching television programs or just laying on the bed? Do you need something new? This The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic can be the solution, oh how comes? It's a book you know. You are thus out of date, spending your extra time by reading in this brand-new era is common not a nerd activity. So what these textbooks have than the others?

Download and Read Online The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar

#4IDCUV0WRAN

Read The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar for online ebook

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar 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 The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar books to read online.

Online The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar ebook PDF download

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar Doc

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar MobiPocket

The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar EPub

4IDCUV0WRAN: The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic By Zig Ziglar