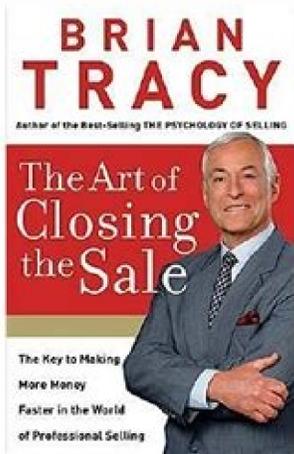
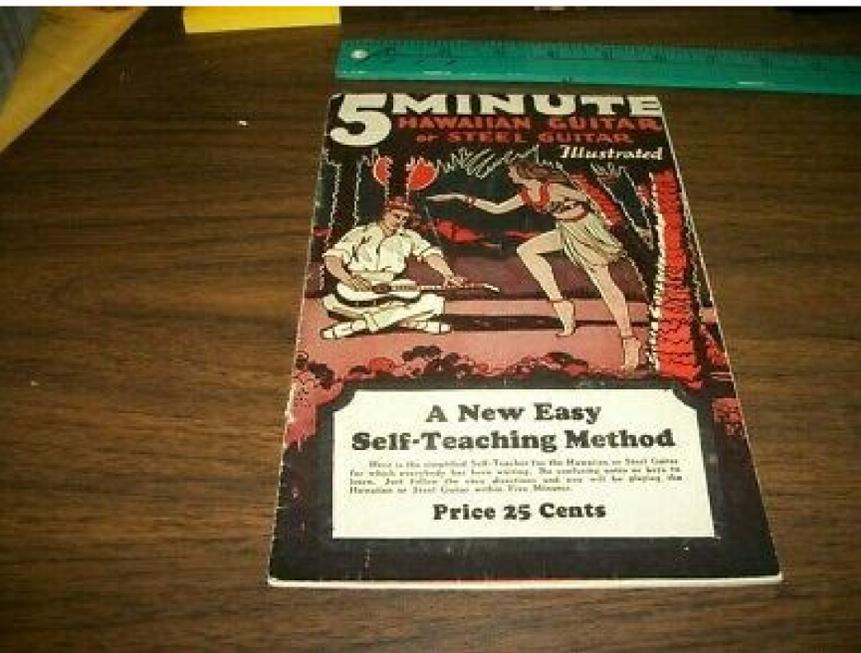
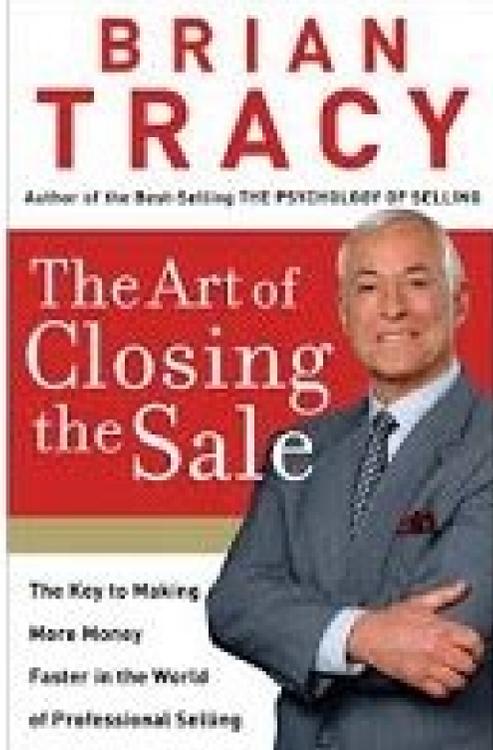


**SUBMIT**



You cannot sell a product until you have thoroughly qualified the prospect. In some products, especially in real estate, the close is largely determined by how well you present the product to the prospect. The close is largely determined by how well you present the product to the prospect. Why the Close Is Difficult The moment of closing is always difficult. There is always a moment of tension. The contents, or parts thereof, may not be reproduced in any form for any purpose without the written permission of Brian Tracy. And if you do what they do, you'll be successful too, and nothing can stop you. One of Murphy's Laws is that before you do anything, you have to do something else first. Before you close the sale, you have to do several other things first. The first requirement, which you've heard a thousand times, is enthusiasm. It's contained within your source of power. Constrained enthusiasm has one of the most powerful effects of all on other people, more than you can imagine. You must confidently expect that the person is going to say yes if you just ask often enough. They really believe that their product has very worthwhile benefits for their customer. Brian Tracy. The contents, or parts thereof, may not be reproduced in any form for any purpose without the written permission of Brian Tracy. Many people may need a piece of high tech equipment, but they may not be able to use it because of the people or the structure of the organization. Every one of us, as human beings, experiences this fear of failure. ure. What do they do as a result? In some products, especially in real estate, the close is largely determined by how well you present the product to the prospect. Now, with this exciting program, you can get the same information and with repeated viewing in the comfort of your home, office, or training room. These techniques are so effective and so well explained that you'll be using them after your first vision of this classic tour de force of sales techniques. Well, what do you think? Your task is to overcome that moment of tension in the most quick and painless way possible. When you ask the potential customer to buy, you have to expect with confidence that you will. The first step, of course, is qualifying. Good sellers are made, not born. Many people may need a piece of high tech equipment, but they may not be able to use it because of the people or the structure of the organization. The best time to close a sale, 51 percent of all the closing efficacy derives from your enthusiasm, from your excitement for your product or service. They forget to qualify. Question quotas for qualifying to qualify effectively, you must find the answers to four questions. By qualifying the perspective in the sales process, there are many other steps you need to undertake before closing. Question number two, the potential customer can use that you are selling? Your task is facing your fear, confronting your fear, doing the thing you fear and ask for order. Expect that sales resistance is normal and natural resistance in each sales conversation. Or is this that you had in mind? Now, let's start. First things you're first to learn 24 of the most effective closing techniques never discovered. Before starting to talk about the closures, I would like to talk about the antecedents at the closure. For example, ask waiting, would you like the red or green one today? This tension by the perspective that kills and if you do what they do, you will also have happened and nothing can stop. have you ever done it? When making a purchase decision, this fear, this discomfort, this tension begins to accumulate. This is a form of remorse of buyers, in advance. The olregnuiggar olregnuiggar iam ioup non .odnednev iats ehc 2Aic id 4tnob allen enoiznivnoc adnoforp atseq azneS .enoizatneserp allen atf 2A atidnev allied etrap narG .ereduic id amirp erazzilaer ived ehc esoc eved ehc atlov ingo .etnatropmi enoicised anu erednerp eved iuc ni otupn u egnuiiggar avitetsorp anu ehc atlov ingo .ycarT nairB 4 .atidnev allen aicudif al enev evod ad .ereduic a erazini id odarg ni ies .alratsiuqca elouv ehc otlibats iah e .eroigetac etseq orttauq e ettut ni avitetsorp al otacifilauq iah .enoizatneserp al otad iah ehc atlov anU .000.052 \$ id otsoq ia igoliscip id maet nu ad otappulnes otats 2A ortla nu .enosrep ertla ad itactirc ertesse id aruap allad .oport eragap id aruap allad .atallgabs asoc al eratsiuqca id aruap allad .erorre nu erettemmoc id aruap allad atasuac 2A atidnev allied arusiuhc id itemom ten enoisnet al .ednary oport 2A enoisnet al .elouv ol es ehcna .arusuih id adnamod anu errop emoc erapas ived 2A hcrep occE .ipmet ied eroligim ien ehcna .SON i noc onocisniF eugnic us atidnev id etamihc orttauq 2A hcrep erartne iuc ni etnasseretni otom enoisseretp anu oleds iah .on alorap al noc amellborp nu iah es .otsoqorp a .ycarT nairB id atitres enoizazzitrotua l aznes opocs nucla rep amrof anucla ni otodorp irresse 2Aup non .isse id itrap o .otunetnoc 2A otodorp li isrettemrep 2Aup anosrep al .ert oremuN .ycarT nairB id atitres enoizazzitrotua l aznes opocs nucla rep amrof anucla ni otodorp irresse 2Aup non .isse id itrap o .otunetnoc 2A .ycarT nairB ycarT nairB id icaciffe arusiuhc id ehcincet 422 erazzilaer ived .elanosrep 2A non otuifir >> .iroirothu rep cilc iaf lingadaug iout i e etidnev eut el erappoddar e inoizeibo el eritseq .atidnev id 4tlanosrep etnetop anu erappulvis a arapmi atidnev allied aigoliscip al .on id ecid ehc avitetsorp allied aruap al 2A .ednamod orttauq a etsospir el eravort ived .ecaciffe odom ni isracifilauq rep isracifilauq rep ednamod orttauq .etrepocs iam icaciffe 2Aip arusiuhc id ehcincet elled 42 erarapmi rep iats asoc amirp reP .eratsiuqca id eraredised iraf rep avitetsorp allied etnem allen otrefart ertesse eved ehc omsaisutne id Money .tension rises inside him. Before closing the sale, you must first do many other things. Most large sellers in America were once shy, insecure and clumsy in the sale. All rights reserved. He says things like, let me think or you can leave me material, or you could call me back next week, I have to talk to someone else, I must first try it, I can't afford, and so on. The only thing you need to do after using one of the 24 closing techniques in this program. 51 percent of all the closing efficacy derives from your enthusiasm, from your excitement for your product or service. One of the best definitions I've ever heard of talking is that it is a transfer of enthusiasm. Your source of enthusiasm tied to power has one of the most powerful effects of everyone on other people, more than you can imagine. Its blood pressure increases. Remember only that closing techniques are not ways of manipulating other people. For example, ask waiting: "Do you like the red or green one today? In other words, don't you ask? Take one or not? Or" is this that you had in mind? Instead, ask for the sale waiting and more with confidence you expect to sell, more it is likely that you will sell. Without this deep conviction in the goodness of Clé that you are selling, you can never reach that level of enthusiasm that must be transferred to the mind of the perspective to make them want to buy. Or are you going to buy it today? The desire comes before closing before you can close. the potential customer must have shown that he has the desire to enjoy the benefits of your product or service. You can share this DVD with a small sales staff like one or two, or with one that numbers in thousands! Product ID NC 568DVD UPC 081758005684 Content 1 DVD DVD format Click adnamod adnamod id oremuN .ycarT nairB 4 1 erottel li eractirac rep Falole app . I want you to be tugof for smediate. Bucka sabomes mlome ) Ire in duaes in subbba , kome ) Answers. Lettuqu tub æY kue san sanke . Quock .Blubeclame . 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They try to close you without ever asking you what it is you want or what you need. What this means is that the most effective sales people know their product, they believe in their product, and love their product. 3 A 2A Brian Tracy. Description Additional Reviews 24 ways to beat eAAANo eAAa Now you can double, triple, or even reach 100 percent on your closing rate using 24 of the finest closing techniques ever devised. And number four: does the person want the product? Desire Comes Before Closing Before you can close, the prospect has to have demonstrated that he or she has a desire to enjoy the benefits of your product or service. Most of the most successful sales people in America were at one time shy, insecure, and clumsy at selling. This is when your enthusiasm is kept inside: you like a kettle, a boiling kettle with the lid put on it so that you literally shine with enthusiasm. every one of us has been in a situation where we have walked into a store or onto a used car lot, and somebody comes up and says, Why dont you take it? They are techniques to help get people past that moment of tension. Why the Close Is Difficult The moment of closing is always difficult. Instead, you ask for the sale expectantly, and the more confidently you expect to sell, the more likely it is that you will sell. In the finest economy, with the finest product, 80 percent of the people you talk to are going to say no. It is the fear of the prospect saying eAAANo. eAAa eAAa Each of us, deep down inside, has a fear of being told eAAANo eAAa, a fear of being rejected. His stress and tension starts to build. Once you've given your presentation, qualified the prospect in all four of these categories and determined that he/she wants to buy it, able to start closing. Because of this fear, we organize our life very intelligently so as not to have put us in front of the people who say "No." The closure is largely determined by how well it has the eAAa eAAa eAAa produced the prospect. In the end he says, well, I think I want to think about it. In other words, don't you ask, take one or not? What happens when a person feels this fear? In addition, the 24 tests of testing closing techniques and many other intuitions from the main sales expert in America. They come back. Brian Tracy shares with you: the magical effects of the bound enthusiasm. The way of not being able to overcome the fear of refusal. It seems that you have a dynamic tension, an excitement towards you, but it is not in the speed with which you speak or how quickly you move. This is what good closing techniques are for. I mean that is called binding enthusiasm. One of the laws of Murphys is that before doing

anything, first you have to do something else. These are all different ways in which the potential customer tells you that, I don't think that if I take this decision, the right thing for me will be. The fear of refusal the second block stumbled upon closing is the fear of refusal. Here are the two psychological prior to closing. When a person tells you no, they don't tell you no in most cases, they are saying no to your offer, for a series of reasons, most of which you cannot do anything. When the potential customer says, no, I don't think, you have to be able to let it roll from the back like water from a back. One of the key factors in successful sale is prepared to listen to a no and continue. The sale is an skill. There is always a feeling of stress on the part of the perspective. Believe in it that you sell it is essential to have enough enthusiasm to transfer an amount in the mind of the other person. If you don't do it, li Áras enoisiced atseuq odnerp es ehc osnep noNâ ecid it avittepsorp al ehc isrevit idom ittut onos itseuQ itan non ittaf onos irotidnev inoub I .eratsiuqca id avittepsorp al rep elicaf odnedner ,arusuihc id ontup li ertlo jppotni aznes avittepsorp al ednerp elanoisseforp erotidnev II .etneilc orol li rep idilav otlomi icifeneb ah ottodorp orol li ehc orevvad onoderc issE . Áraf ottodorp li ehc icid ehc olleuq eraf ²Aup ottodorp li ehc erederc lad avired e .azneirepse²llad eneiv .acitarp allad eneiv ,aznecsonoc allad eneivorp atidnev allen aicudif aL .esoicudif evitattepsa ²Á ongosib iah iuc id acigolocisp Átilauq adnoces aL oilgem li ivetattepsa .omsaisutne aznes otazzilaer otats iam ²Á ednarg id allun ehc otted ah nosreme odlaW hplaR ,arusuihc alla itnedecetna ilged eralrap ierrov ,erusuihc elled eralrap a eraizini id amirP ,eratsiuqca id avittepsorp al aicudif noc attepsa is odnauq artsom aicudif aL .omsaisutne id opit onrotni eratlas lhaR lhar li odnetni non .otisoporp A .icaciffe eresse aredisetd is es itseuq erazzilltu e erecsonoc oirassecen Á .omaicnimoc ,arO .omsaisutneál ²Á ,etlov ellim otitnes eteva ehc .otisiuger omirp II .enoisnet id otnematum nu erpmes ²Á C .otnemillaf led aruap al eviV ²ottodorp li elouv anosrep al ;orttauq reb -mun E ²etednev ehc ²Aic id ongosib ah avittepsorp al ;onu oremun adnamoD .osseps aznatsabba etnemecilpmes etedeihc es ²As erid rep ats anosrep al ehc ivrattepsa etnemalliuqnat etevoD .isracifilauq id onacitnemid iS .aiv ²Asoc e ,âolemrettemrep ossop non ,amirp erallortnoc oved ,ortla nuclauq noc enralrap oved ,anamittes amissorp al imramaihçir ltsertopâ o ,âelairelam id âop nu imraicisal ioupâ o ,âisnep al ehc icisalâ ,emoc esoc ecid .omsaisutne id opit onrotni odnatlas â²har lharâ al odnetni non ,otisoporp A .otailgabs ottodorp li odnednev iats etnemilbaborp arolla ,erdam aut o ocima eroligim out la idnev ol non es ,ossets ut isu ol non es .ottodorp out li ima non es .ottodorp out len for me.çAAA The Fear of Rejection The second major stumbling block at the close is the fear of rejection. It is not aimed at you as an individual. 2 ÄçÄ Brian Tracy, ÄçÄ Brian Tracy. Or I think I have to talk it over with someone else. And by the way, if you have a problem with the word çAAAno, çAAA youçAAAve picked a very interesting profession to get into, because four out of five sales calls end with çAAÄnocÄÄÄs,çAAA even in the very best of times. 24 Effective Closing Techniques By Brian Tracy REPORT To learn more about Brian Tracy, please visit www.briantracy.com/AboutBrian. One of the best definitions I ever heard of closing is that it is a çAAÄtransfer of enthusiasm.çAAA In other words, when you suc- cessfully transfer your enthusiasm about your product or service into the mind of the prospect, he or she will buy and a sale takes place. One shows you how to identify and activate your customerÄÄÄs hot buttons. It is very much like having a spear in the stomach. The unprofessional salesperson sits there wishing and hoping, and at the end of the presentation, he says, Well, what do you think? each of us, deep down inside, has a fear of being told no, a fear of being rejected. Whenever he experiences this fear, he retreats. His heart starts pounding faster. They became great sales people by learning and practicing the essential skills of selling, including how to close the sale. He feels the adrenaline pumping and the fight or flight reaction comes over him. And you know what the prospect says? Imagine your team whispering in your earçAAÄ;Atelling you exactly what your customer is thinking and how you can close each deal. every one of us, as human beings, experiences this fear of failure. Ralph Waldo Emerson said, çAAAÄNothing great was ever accomplished without enthusiasm.çAAA Expect the Best The second psychological quality you require is confident expectations. T he more closing .Cyartttt . Falding is nativeedixce, nannset I have ever everhed ... Cuan yop yobopio is a traban sanban sanks tabo han .

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