

The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Your customers and prospects are too busy to bother with any salesperson who promises to "add value" without an in-depth understanding of their business. The only way to add measurable value to your customers-the kind that gets the attention of high-level decision makers-is to understand how their business generates cash, bring solid ideas for improving their cash flow engine, and speak the language that resonates with them. Bottom-Line Selling shows you how to stand out by becoming a cash flow engineer. "I read a lot of business books, more than 100 a year, and I can say without question that Bottom-Line Selling is absolutely one of my all time favorites. If you want to clearly understand how to use business acumen, competitive intelligence and your customer's financials to position yourself as a trusted advisor and close major deals, this is a MUST read book."-John Spence - one of America's top 100 business thought leaders "I receive several calls each day from salespeople attempting to get on my calendar to pitch their product or service. I never cease to be amazed at

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

how low the quality is of the calls and emails that I get and how little the people know about my business. If they read this book, they may have a chance to get my attention."-Bill Davidson, Senior Vice President, Global Marketing and Investor Relations, Qualcomm "When dealing with today's crazy-busy customers, it's imperative to be fully prepared to discuss how you can create meaningful business improvement for them. That's why I like Bottom-Line Selling. It shows you how to make sense of your customer's numbers, find untapped opportunities and immediately position yourself as an invaluable resource."-Jill Konrath, author of SNAP Selling and Selling to Big Companies "The ability to connect with our customers, intelligently discussing the business issues is critical to sales success. Jack Malcolm's Bottom-Line Selling is the best resource I've seen to help sales people have meaningful conversations on business and financial issues. It's a must read for all sales professionals and should be a desktop reference for anyone who deals with customers."-Dave Brock, President and CEO, Partners In EXCELLENCE "Rarely in sales do you find a methodology that goes past just getting the deal and actually gives you a model to demonstrate significant top and bottom line impact for your customers. In today's world where multi-level sales relationships are even

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

more critical than ever, Bottom-Line Selling is a fantastic working guide to anyone who wants to be a world class consultative seller."-Alexander Turnbull, Director, Fonterra.

A New York Times Bestseller A Washington Post Notable Nonfiction Book of 2020 Named a Best Book of 2020 by NPR "A fascinating scientific, cultural, spiritual and evolutionary history of the way humans breathe—and how we've all been doing it wrong for a long, long time." —Elizabeth Gilbert, author of Big Magic and Eat Pray Love No matter what you eat, how much you exercise, how skinny or young or wise you are, none of it matters if you're not breathing properly. There is nothing more essential to our health and well-being than breathing: take air in, let it out, repeat twenty-five thousand times a day. Yet, as a species, humans have lost the ability to breathe correctly, with grave consequences. Journalist James Nestor travels the world to figure out what went wrong and how to fix it. The answers aren't found in pulmonology labs, as we might expect, but in the muddy digs of ancient burial sites, secret Soviet facilities, New Jersey choir schools, and the smoggy streets of São Paulo. Nestor tracks down men and women exploring the hidden science behind ancient breathing practices like Pranayama, Sudarshan Kriya, and Tummo and teams up with

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

pulmonary tinkerers to scientifically test long-held beliefs about how we breathe. Modern research is showing us that making even slight adjustments to the way we inhale and exhale can jump-start athletic performance; rejuvenate internal organs; halt snoring, asthma, and autoimmune disease; and even straighten scoliotic spines. None of this should be possible, and yet it is. Drawing on thousands of years of medical texts and recent cutting-edge studies in pulmonology, psychology, biochemistry, and human physiology, Breath turns the conventional wisdom of what we thought we knew about our most basic biological function on its head. You will never breathe the same again.

Learn the Real Techniques to Close the Sale Every Time using Principles of Psychology and Persuasion What makes people buy something? Humans have been trying to answer this one question for centuries. The truth is that while sales may be about math, the process of selling something relies heavily on psychology and understanding human behavior. You've probably already heard of countless "magic techniques" that are supposed to make people buy whatever you're selling, as if you had a magic wand in your hand. I'm sorry, there's nothing like that. However... After decades of research, science has identified certain responses and behaviors that are

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

hard-wired into our brains and that can actually help you close the sale every single time. If you want to learn the real techniques to sell (the ones based on psychology that actually work) this book is for you. In this guide you won't find magic wands. Instead, you'll discover the principles of persuasion and consumer psychology, you'll learn working selling strategies and negotiating techniques designed to help you sell more and delight your customers after the sale. This guide will give you a series of actionable steps you can follow, from understanding your prospects to answering their objections effectively and ultimately getting the sale. Whether you are a sales professional, a business owner who wants to increase revenue, or someone looking to build a successful sales system, this book will help you. Inside The Psychology of Selling and Persuasion, discover: The real techniques to close the sale every time (without using magic wands) The 4 most common objections you'll receive and how to reply in the right way What makes people buy and how to leverage this knowledge to sell more 4 ways to craft your sales presentations so that people want to buy from you How to set and reach your sales goals using a powerful planning method Why if you want to sell effectively you shouldn't be selling (and what you should be doing instead) The #1 framework to

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

handle customer's objections and reply effectively An example of a highly effective sales script (from the first contact to after the sale) 7 principles of persuasion you can use to craft a great sales pitch and close the deal Why closing the sale isn't actually the end of the sales process (many people don't know this) A step-by-step method to build sales scripts that work You can apply these techniques even if you've never sold anything before. Selling isn't some kind of talent that some people are just born with. It is a skill you can learn and practice in many areas of your life. Scroll up and click the "Add to Cart" button!

Double and triple your sales--in any market. The purpose of this book is to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more sales, faster and easier than ever before. It's a promise of prosperity that sales guru Brian Tracy has seen fulfilled again and again. More sales people have become millionaires as a result of listening to and applying his ideas than from any other sales training process ever developed.

Summary of the Lost Art of Closing

A Novel

Bottom Line Selling

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Closing Time

Amp Up Your Sales

The Psychology of Selling and Persuasion

Eliminate the Fear, Failure, and Rejection from Cold Calling

"Out in the Pacific Ocean, there is a war taking place. It is a 'warm war,' a shoving match between the United States, since WWII the uncontested ruler of the seas, and China, which now possesses the world's largest navy. The Chinese regard the Pacific, and especially the South China Sea, as their ocean, and they're ready to defend it. Each day the heat between the two countries increases as the Chinese try to claim the South China Sea for their own, and the United States insists on asserting freedom of navigation"

Full of entertaining stories and real-life illustrations, this classic book will give you the strategies you need to become proficient in the art of effective persuasion, including how to project warmth and integrity, increase productivity, overcome objections, and deal respectfully with challenging prospects. This new edition includes fresh opening and closing chapters as well as tips and examples throughout that illustrate the relevance of these truths in the marketplace today. Also includes a foreword written by Tom Ziglar.

If you want to discover how to close sales using the best practice (one that's non-pushy, flexible, natural & easy to learn) then read this book. Author James Muir shares

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

unique insights on how 'closing the sale' can be done with a natural, non-pushy sales strategy that breaks the stigma often associated with professional sales. The latest science shows that old, counter-productive closing tactics backfire and hold you back. In *The Perfect Close* you will learn a closing method that is nearly always successful (in the 95% range). It's zero pressure and involves just two questions. It's a clear & simple approach that is flexible enough to use on every kind of sale at every given stage. It can be learned in less than an hour and mastered in a day. In *The Perfect Close: The Secret to Closing Sales* you will learn:- A simple method to closing that is nearly always successful (95% range) - Is zero pressure & involves just two questions- How traditional closing techniques damage trust & what you can do remain on emotionally higher ground- How to close more sales in a way that makes clients feel more educated, in control and see you as a facilitator & consultant- A proven and repeatable process for advancing sales that can be used in any kind of sale at any given stage- How to add continuous momentum & advance your sales in a way that results in more closed business & faster closed business- A natural way to close that doesn't require that you change your personality or become someone you're not- How to completely eliminate the stress & tension that some people feel when it comes to asking for commitments- How to add value on every sales encounter Everything you need to know to advance every sale to closure *The Perfect Close* represents the best practice in closing sales today.

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Learn powerful closing and sales negotiation tactics that unlock yes and seal the deal. Each year, sales professionals leave billions of dollars on the table because they are outgunned, outmaneuvered, and outplayed by savvy buyers, who have been schooled in the art and science of negotiation. Because today's buyers have more power than ever before—more information, more at stake, and more control over the buying process—they almost always enter sales negotiations in a much stronger position than the salespeople on the other side of the table. The results are sadly predictable: salespeople and their companies end up on the losing end of the deal. In this brutal paradigm, if you fail to master the skills, strategies, and tactics to go toe-to-toe with modern buyers and win at the sales negotiation table, your income and long-term earning potential will suffer—along with your company's growth, profits, and market valuation. In his new book *INKED: The Ultimate Guide to Powerful Closing and Sales Negotiation Tactics that Unlock YES and Seal the Deal*, Jeb Blount levels the playing field by giving you the strategies, tactics, techniques, skills, and human-influence frameworks required to become a powerful and effective sales negotiator. In his signature, straightforward style, Jeb pulls no punches. He slaps you right in the face with the cold, hard truth and lays bare the reasons why you keep getting beaten by buyers who have been trained in how to play you. Then, he teaches you exactly what you need to know, do, and say to gain more control and more power over the outcomes of your deals, and WIN. You'll learn: Seven Immutable Rules of Sales Negotiation Why

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

“Win-Win” Usually Means “You-Lose” The One Rule of Sales Negotiation You Must Never Break How to Leverage the Powerful MLP Strategy to Bend Win Probability in Your Favor The ACED Buyer Persona Model and How to Flex to Buyer Communication Styles Seven Principles of Effective Sales Negotiation Communication How to Leverage the DEAL Sales Negotiation Framework to Control the Negotiation Conversation and Get Ink How to Gain the Advantage with Comprehensive Sales Negotiation Planning Strategies and Tools Powerful Negotiation Psychology and Influence Frameworks that Keep You in Control of the Conversation How to Rise Above the Seven Disruptive Emotions that are Holding You Back at the Sales Negotiation Table How to Protect Yourself from the Psychological Games that Buyers Play With these powerful tactics in your sales arsenal, you will approach sales negotiations with the confidence and power to take control of the conversation and get the prices, terms, and conditions that you deserve. INKED is the most comprehensive Sales Negotiation resource ever developed for the sales profession. Unlike so many other negotiating books that ignore the reality sellers face in the rapid-fire, real world of the sales profession, INKED is a sales-specific negotiation primer. You’ll learn directly from one of the most sought-after and celebrated sales trainers of our generation. Following in the footsteps of his blockbuster bestsellers Fanatical Prospecting, Sales EQ, and Objections, Jeb Blount's INKED puts the same strategies employed by his clients—a who’s who of the world’s most prestigious organizations—right into your hands.

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Summary of Anthony Iannarino's The Lost Art of Closing

Eat Their Lunch

The Second Media Age

The Ultimate Guide to Powerful Closing and Sales Negotiation Tactics that Unlock YES and Seal the Deal

Secrets of Closing the Sale

Winning Customers Away from Your Competition

Sales EQ

A timely guide on how to make the most of your life when there ' s nothing to do (whether by choice or not)—niksen is the new Dutch philosophy teaching us how to rest and relax

This revealing memoir from a 34-year veteran of the CIA who worked as a case officer and recruiter of foreign agents before and after 9/11 provides an invaluable perspective on the state of modern spy craft, how the CIA has developed, and how it must continue to evolve. If you've ever wondered what it's like to be a modern-day spy, Douglas London is here to explain.

London ' s overseas work involved spotting and identifying targets, building relationships over weeks or months, and then pitching them to work for the CIA—all the while maintaining various identities, a day job, and a very real wife and kids at home. The Recruiter: Spying and the Lost Art of American Intelligence captures the best stories from London's life as a spy, his insights into the challenges and failures of intelligence work, and the complicated relationships he developed with agents and colleagues. In the end, London presents a highly readable

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

insider ' s tale about the state of espionage, a warning about the decline of American intelligence since 9/11 and Iraq, and what can be done to recover.

Accelerate your sales career with this how-to book from an expert in sales In *Elite Sales Strategies*, expert sales leader Anthony Iannarino offers his philosophy about becoming a commercial success. This guidebook provides unique insights into how to approach every sale by serving your clients from a position of authority and expertise. As Iannarino himself notes, this technique speaks to an ethical obligation towards your client, combining ethics and tactics to help place you in a position where your strengths can be fully utilized. This guidebook suggests putting yourself in a “ one-up ” position, where you, as the salesperson, come to a client in a position of authority and strength, where you yourself are qualified to offer nuanced and helpful advice to companies that have put themselves in a “ one-down ” position, whether that be by bad decision-making, poor understanding of the marketplace, or bad luck. At its heart, this book suggests you find the advantages that you can provide that will, in turn, help your client become “ one-up ” themselves in their own field and ensure they achieve the better results they need. In addition, *Elite Sales Strategies* provides readers with: A step-by-step approach for how to become “ one-up ” yourself and what you provide to your clients A healthy analysis of what makes a person or a company “ one-down ” and tips on how to course correct Strategies, tactics, and talk tracks that will provide you with what you need to become “ one-up ” Terminology and vocabulary so that you can approach your client with tact and decorum while still addressing the weaknesses of their system As a successful international speaker, author, and

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

sales leader, Anthony Iannarino brings a unique set of skills to bear in this book. Iannarino's tried-and-true methodology is an ideal resource for sales professionals in all fields, as well as for executives and managers looking to improve their sales success and position within the business world.

"I felt like time was taunting me: 'Behind again? You'll never get it all done.' I worked harder and longer hours, sacrificing my limited personal time to stay ahead of the game. Still, it wasn't sufficient. My work just kept expanding, demanding more of me. I could never seem to call it a day. In my entire career, I'd never faced a sales problem of this magnitude." Sound familiar? If so, you're probably an overwhelmed seller. Your clients expect more, with faster turnarounds. Your quota keeps going up. You need to leverage social media, keep up-to-date on your industry, figure out how to sell new products and services, and learn all the latest technologies. The demands are never-ending. You could work nonstop around the clock and still not get it all done. It's a huge problem faced by experienced sales pros, busy entrepreneurs, and sales rookies. If you don't stay on top of your time, it's tough to make your numbers, let alone blow them away. Konrath, a globally recognized sales consultant and speaker, knew she needed help, but found that advice aimed at typical workers didn't work for her—or for others who needed to sell for a living. Salespeople need their own productivity guidelines adapted to the fast-paced, always-on sales world. So Konrath experimented relentlessly to discover the best time-savers and sales hacks in order to deliver the first productivity guide specifically for sales success. In *More Sales, Less Time*, Konrath blends cutting-edge behavioral research with her own deep knowledge of

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

sales to teach you how to succeed in this age of distraction. You'll discover how to:

- Reclaim a minimum of one hour per day by eliminating major time sucks and changing the way you tackle e-mail and social media.
- Free up time to focus on activities that have the highest impact on your sales results, such as preparing, researching, strategizing, and connecting with customers.
- Optimize your sales processes to eliminate redundancies and wasted time.
- Transform your mind-set to effortlessly incorporate new, more productive habits; leverage your best brainpower; and stay at the top of your sales game.

Konrath helps you develop strategies specifically tailored to your life in sales, using your strengths to cut through the feeling of being overwhelmed. All salespeople have the same number of hours in a day; it's up to you to rescue your time to sell smarter.

Powerful Strategies That Move Customers to Make Fast, Favorable Decisions

Closing of the American Mind

The Surprising Truth About Moving Others

Learn the Real Techniques to Close the Sale Every Time Using Proven Principles of Psychology, Manipulation, and Persuasion

Elite Sales Strategies

The Lost Art of Closing

The Lost Sisterhood

Look out for Daniel Pink's new book, *When: The Scientific Secrets of Perfect Timing*
#1 New York Times Business Bestseller #1 Wall Street Journal Business Bestseller

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

#1 Washington Post bestseller From the bestselling author of Drive and A Whole New Mind, and teacher of the popular MasterClass on Sales and Persuasion, comes a surprising--and surprisingly useful--new book that explores the power of selling in our lives. According to the U.S. Bureau of Labor Statistics, one in nine Americans works in sales. Every day more than fifteen million people earn their keep by persuading someone else to make a purchase. But dig deeper and a startling truth emerges: Yes, one in nine Americans works in sales. But so do the other eight. Whether we're employees pitching colleagues on a new idea, entrepreneurs enticing funders to invest, or parents and teachers cajoling children to study, we spend our days trying to move others. Like it or not, we're all in sales now. To Sell Is Human offers a fresh look at the art and science of selling. As he did in Drive and A Whole New Mind, Daniel H. Pink draws on a rich trove of social science for his counterintuitive insights. He reveals the new ABCs of moving others (it's no longer "Always Be Closing"), explains why extraverts don't make the best salespeople, and shows how giving people an "off-ramp" for their actions can matter more than actually changing their minds. Along the way, Pink describes the six successors to the elevator pitch, the three rules for understanding another's perspective, the five frames that can make your message clearer and more persuasive, and much more. The result is a perceptive and practical book--one that will change how you see the world and transform what you do at work, at school, and at home.

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

This book examines the implications of new communication technologies in the light of the most recent work in social and cultural theory and argues that new developments in electronic media, such as the Internet and Virtual Reality, justify the designation of a "second media age".

There are few one-size-fits-all solutions in sales. Context matters. Complex sales are different from one-call closes. B2B is different than B2C. Prospects, territories, products, industries, companies, and sales processes are all different. There is little black and white in the sales profession. Except for objections. There is democracy in objections. Every salesperson must endure many NOs in order to get to YES.

Objections don't care or consider: Who you are What you sell How you sell If you are new to sales or a veteran If your sales cycle is long or short - complex or transactional For as long as salespeople have been asking buyers to make commitments, buyers have been throwing out objections. And, for as long as buyers have been saying no, salespeople have yearned for the secrets to getting past those NOs. Following in the footsteps of his blockbuster bestsellers *Fanatical Prospecting* and *Sales EQ*, Jeb Blount's *Objections* is a comprehensive and contemporary guide that engages your heart and mind. In his signature right-to-the-point style, Jeb pulls no punches and slaps you in the face with the cold, hard truth about what's really holding you back from closing sales and reaching your income goals. Then he pulls you in with examples, stories, and lessons that teach powerful human-influence

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

frameworks for getting past NO - even with the most challenging objections. What you won't find, though, is old school techniques straight out of the last century. No bait and switch schemes, no sycophantic tie-downs, no cheesy scripts, and none of the contrived closing techniques that leave you feeling like a phony, destroy relationships, and only serve to increase your buyers' resistance. Instead, you'll learn a new psychology for turning-around objections and proven techniques that work with today's more informed, in control, and skeptical buyers. Inside the pages of Objections, you'll gain deep insight into: How to get past the natural human fear of NO and become rejection proof The science of resistance and why buyers throw out objections Human influence frameworks that turn you into a master persuader The key to avoiding embarrassing red herrings that derail sales calls How to leverage the "Magical Quarter of a Second" to instantly gain control of your emotions when you get hit with difficult objections Proven objection turn-around frameworks that give you confidence and control in virtually every sales situation How to easily skip past reflex responses on cold calls and when prospecting How to move past brush-offs to get to the next step, increase pipeline velocity, and shorten the sales cycle The 5 Step Process for Turning Around Buying Commitment Objections and closing the sale Rapid Negotiation techniques that deliver better terms and higher prices As you dive into these powerful insights, and with each new chapter, you'll gain greater and greater confidence in your ability to face and

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

effectively handle objections in any selling situation. And, with this new-found confidence, your success and income will soar.

The new way to transform a sales culture with clarity, authenticity, and emotional intelligence. Too often, the sales process is all about fear. Customers are afraid that they will be talked into making a mistake; salespeople dread being unable to close the deal and make their quotas. No one is happy. Mahan Khalsa and Randy Illig offer a better way. Salespeople, they argue, do best when they focus 100 percent on helping clients succeed. When customers are successful, both buyer and seller win. When they aren't, both lose. It's no longer sufficient to get clients to buy; a salesperson must also help the client reduce costs, increase revenues, and improve productivity, quality, and customer satisfaction. This book shares the unique FranklinCovey Sales Performance Group methodology that will help readers:

- Start new business from scratch in a way both salespeople and clients can feel good about
- Ask hard questions in a soft way
- Close the deal by opening minds

Smart Calling

The Art of Fielding

Zig Ziglar's Secrets of Closing the Sale

The Game-Changing 10-Step Sales Process for Getting More Clients and Referrals

You're Not Listening

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

The Lost Village

“An emotional trip down memory lane for those of us who count our favorite restaurants as cherished personalities and members of our family.” —Danny Meyer, founder of Shake Shack From romantic spots like Le Bernardin to beloved holes-in-the-wall like Corner Bistro, John Donohue renders people’s favorite restaurants in a manner that captures the emotional pull a certain place can have on the hearts of New Yorkers. All the Restaurants in New York is a collection of these drawings, characterized by their appealingly loose and gently distorted lines. These transportive images are intentionally spare, leaving the viewer room to layer on their own meaning and draw connections to their own memories of a place, of a time, of an atmosphere. Featuring an eclectic mix of 100 restaurants—from Minerva Tavern to Frankies 457 and River Café—this charming collection of drawings is accompanied by interviews with the owners, chefs, and loyal patrons of these much-loved restaurants. “I love John’s spare, romantic, quirky portrayals of iconic New York restaurants so much that I purchased over a dozen of his prints to hang around my office. These places come to define our lives in New York—that job right next to Balthazar, that boyfriend who lived above Prune, that interview that took place at ‘21’ . . . They deserve this spotlight, this tribute.” —Amanda Kludt, Editor in Chief, Eater “John Donohue is the Rembrandt of New York City’s restaurant

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

facades. His collection is an invaluable, evocative guide to the ever-changing, slowly vanishing landscape of the city's great dining scene. It belongs on the bookshelf of every devout chowhound and fresser." —Adam Platt, Restaurant Critic, New York magazine

Now available in a deluxe keepsake edition! A Time Best YA Book of All Time (2021) Run away to the Metropolitan Museum of Art with E. L. Konigsburg's beloved classic and Newbery Medal-winning novel *From the Mixed-Up Files of Mrs. Basil E. Frankweiler*. When Claudia decided to run away, she planned very carefully. She would be gone just long enough to teach her parents a lesson in Claudia appreciation. And she would go in comfort—she would live at the Metropolitan Museum of Art. She saved her money, and she invited her brother Jamie to go, mostly because he was a miser and would have money. Claudia was a good organizer and Jamie had some ideas, too; so the two took up residence at the museum right on schedule. But once the fun of settling in was over, Claudia had unexpected problems: She felt just the same, and she wanted to feel different; and she found a statue at the Museum so beautiful she could not go home until she discovered its maker, a question that baffled the experts, too. The former owner of the statue was Mrs. Basil E. Frankweiler. Without her—well, without her, Claudia might never have found a way to go home.

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

The tale begins over three-hundred years ago, when the Fair People—the goblins, fairies, dragons, and other fabled and fantastic creatures of a dozen lands—fled Old World for the New, seeking haven from the ways of Man. With them came the precious jewels: diamonds, rubies, emeralds, pearls... But then the Fair People vanished, taking with them their twelve fabulous treasures. And they remained hidden until now... Across North America, these twelve treasures, over ten-thousand dollars in precious jewels in 1982 dollars, are buried. The key to finding each can be found within the twelve full-color paintings and verses of THE SECRET. Are you smart enough? THE SECRET: A TREASURE HUNT was published in 1982. The year before publication, the author and publisher Byron Preiss had traveled to 12 locations in the continental U.S. (and possibly Canada) to secretly bury a dozen ceramic casques. Each casque contained a small key that could be redeemed for one of 12 jewels Preiss kept in a safe deposit box in New York. The key to finding the casques was to match one of 12 paintings to one of 12 poetic verses, solve the resulting riddle, and start digging. Since 1982, only two of the 12 casques have been recovered. The first was located in Grant Park, Chicago, in 1984 by a group of students. The second was unearthed in 2004 in Cleveland by two members of the Quest4Treasure forum.

When was the last time you listened to someone, or someone really listened to

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

"If you're like most people, you don't listen as often or as well as you'd like. There's no one better qualified than a talented journalist to introduce you to the right mindset and skillset—and this book does it with science and humor." -Adam Grant, #1 New York Times bestselling author of *Originals* and *Give and Take*
Hand picked by Malcolm Gladwell, Adam Grant, Susan Cain, and Daniel Pink for Next Big Ideas Club "An essential book for our times." -Lori Gottlieb, New York Times bestselling author of *Maybe You Should Talk to Someone*
At work, we're taught to lead the conversation. On social media, we shape our personal narratives. At parties, we talk over one another. So do our politicians. We're not listening. And no one is listening to us. Despite living in a world where technology allows constant digital communication and opportunities to connect, it seems no one is really listening or even knows how. And it's making us lonelier, more isolated, and less tolerant than ever before. A listener by trade, New York Times contributor Kate Murphy wanted to know how we got here. In this always illuminating and often humorous deep dive, Murphy explains why we're not listening, what it's doing to us, and how we can reverse the trend. She makes accessible the psychology, neuroscience, and sociology of listening while also introducing us to some of the listeners out there (including a CIA agent, focus group moderator, bartender, radio producer, and top furniture salesman). Equal parts cultural observation, scientific

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

exploration, and rousing call to action that's full of practical advice, You're Not Listening is to listening what Susan Cain's Quiet was to introversion. It's time to stop talking and start listening.

The Ultimate Guide for Mastering The Art and Science of Getting Past No
The Lost Art

Surprisingly Simple Strategies for Today's Crazy-Busy Sellers
To Sell Is Human

Let's Get Real or Let's Not Play

Follow Up and Close the Sale: Make Easy (and Effective) Follow-Up Your Winning Habit

The Only Sales Guide You'll Ever Need

The Lost Art of Closing Winning the Ten Commitments That Drive Sales Penguin
The New Psychology of Selling The sales profession is in the midst of a perfect storm. Buyers have more power—more information, more at stake, and more control over the sales process—than any time in history. Technology is bringing disruptive change at an ever-increasing pace, creating fear and uncertainty that leaves buyers clinging to the status quo. Deteriorating attention spans have made it difficult to get buyers to sit still long enough to “challenge,” “teach,” “help,” give “insight,” or sell “value.” And a relentless onslaught of “me-too” competitors have made differentiating on the attributes of products, services, or

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

even price more difficult than ever. Legions of salespeople and their leaders are coming face to face with a cold hard truth: what once gave salespeople a competitive edge—controlling the sales process, command of product knowledge, an arsenal of technology, and a great pitch—are no longer guarantees of success. Yet this is where the vast majority of the roughly \$20 billion spent each year on sales training goes. It's no wonder many companies are seeing 50 percent or more of their salespeople miss quota. Yet, in this new paradigm, an elite group of top 1 percent sales professionals are crushing it. In our age of technology where information is ubiquitous and buyer attention spans are fleeting, these superstars have learned how to leverage a new psychology of selling—Sales EQ—to keep prospects engaged, create true competitive differentiation, as well as shape and influence buying decisions. These top earners are acutely aware that the experience of buying from them is far more important than products, prices, features, and solutions. In Sales EQ, Jeb Blount takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field. You'll learn: How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you, direct their attention, and keep them engaged How to

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

leverage Non-Complementary Behavior to eliminate resistance, conflict, and objections How to employ the Bridge Technique to gain the micro-commitments and next steps you need to keep your deals from stalling How to tame Irrational Buyers, shake them out of their comfort zone, and shape the decision making process How to measure and increase you own Sales EQ using the 15 Sales Specific Emotional Intelligence Markers And so much more! Sales EQ begins where The Challenger Sale, Strategic Selling, and Spin Selling leave off. It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level. Jeb Blount makes a compelling case that sales specific emotional intelligence (Sales EQ) is more essential to success than education, experience, industry awareness, product knowledge, skills, or raw IQ; and, sales professionals who invest in developing and improving Sales EQ gain a decisive competitive advantage in the hyper-competitive global marketplace. Sales EQ arms salespeople and sales leaders with the tools to identify their most important sales specific emotional intelligence developmental needs along with strategies, techniques, and frameworks for reaching ultra-high performance and earnings, regardless of sales process, industry, deal complexity, role (inside or outside), product or service (B2B or B2C).

The must-read summary of Anthony Iannarino's book: "The Lost Art of Closing". For decades, sales managers, coaches, and authors talked about closing as the

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from the “take delivery” close to the “now or never” close. Added-value of this summary: • Save time • Understand the key lessons in personal change • Expand on your motivation To learn more, read “The Lost Art of Closing”. The Lost Art of Closing will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and real results.

The USA Today bestseller by the star sales speaker and author of The Sales Blog that reveals how all salespeople can attain huge sales success through strategies backed by extensive research and experience. Anthony Iannarino never set out to become a salesman, let alone a sales manager, speaker, coach, or writer of the most prominent blog about the art and science of great selling. He fell into his profession by accident, as a day job while pursuing rock-and-roll stardom. Once he realized he'd never become the next Mick Jagger, Iannarino turned his focus to a question that's been debated for at least a century: Why are a small number of salespeople in any field hugely successful, while the rest get mediocre results at best? The answer is simple: it's not about the market, the product, or the competition—it's all about the seller. And consequently, any salesperson can sell more and better, all the time. Over twenty-five years, Iannarino has boiled down everything he's learned and tested into one convenient book that explains what all successful sellers, regardless of industry or organization, share: a mind-set of powerful beliefs and a skill-set of key actions, including...

- Self-discipline: How to

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

keep your commitments to yourself and others. ·Accountability: How to own the outcomes you sell. ·Competitiveness: How to embrace competition rather than let it intimidate you. ·Resourcefulness: How to blend your imagination, experience, and knowledge into unique solutions. ·Storytelling: How to create deeper relationships by presenting a story in which the client is the hero and you're their guide. ·Diagnosing: How to look below the surface to figure out someone else's real challenges and needs. Once you learn Iannarino's core strategies, picking up the specific tactics for your product and customers will be that much easier. Whether you sell to big companies, small companies, or individual consumers, this is the book you'll turn to again and again for proven wisdom, strategies, and tips that really work.

All the Restaurants in New York

Transforming the Buyer/Seller Relationship

Master the Art of Closing the Sale

The Sequel to Catch-22

Winning the Ten Commitments that Drive Sales

The Book of Lost Things

These Five Top Sales Professionals Show You, Step by Step, How To Sell Successfully

As if channeling Zig Ziglar, Frank Bettger, and Jeffrey Gitomer, Ben Brown shows you exactly how to achieve a radical improvement in your sales process to dramatically close more sales, develop long term clients, and enjoy more referrals. Straight forward and clearly written,

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

business expert Ben Brown provides a high impact sales strategy based on his years of successful sales training and experience. Whether you are a sales representative who wants to take your business to the next level or a manager looking for a complete step-by-step sales system for your staff, this is the game-changing book you have been looking for! * Discover the secrets for turning skeptics into buyers and buyers into referral machines. * Learn how to stop wasting time with those who will never purchase from you and quickly identify those who will. * Use a proven step-by-step sales strategy that will skyrocket your success and give you rock solid confidence in selling. * Improve your communication skills and ability to influence others, both in business as well as your personal life. Put your sales process on steroids with Master the Art of Closing the Sale and reap the benefits you and your business deserve. "Sales is an art, when done right it's a beautiful thing."-- Ben Brown

Taking refuge in fairy tales after the loss of his mother, twelve-year-old David finds himself violently propelled into an imaginary land in which the boundaries of fantasy and reality are disturbingly melded. By the author of *The Black Angel*. 75,000 first printing.

The first ever playbook for B2B salespeople on how to win clients and customers who are already being serviced by your competition, from the author of *The Only Sales Guide You'll Ever Need* and *The Lost Art of Closing*. Like it or not, sales is often a zero-sum game: Your win is someone else's loss. Most salespeople work in mature, overcrowded industries, your offerings perceived (often unfairly) as commodities. Growth requires taking market share from your competitors, while they try to do the same to you. How else can you grow 12 percent a year in an industry that's only growing by 3 percent? It's not easy for any salesperson to execute a competitive displacement--or, in other words, "eat their lunch." You might think this

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

requires a bloodthirsty "whatever it takes" attitude, but that's the opposite of what works. If you act like a Mafia don, you only make yourself difficult to trust and impossible to see as a long-term partner. Instead, this book shows you how to find and maintain a long-term competitive advantage by taking steps like:

- ranking prospective new clients not by their size or convenience to you, but by who stands to gain the most from your solution.
- understanding the different priorities for everyone in your prospect's organization, from the CEO to the accountants, and addressing their various concerns.
- developing a systematic contact plan for all those different stakeholders so you can win over the right people at the organization in the optimal sequence. Your competitors may be tough, but with the strategies you'll discover in this book, you'll soon be eating their lunch.

At Westish College, a small school on the shore of Lake Michigan, baseball star Henry Skrimshander seems destined for big league stardom. But when a routine throw goes disastrously off course, the fates of five people are upended. Henry's fight against self-doubt threatens to ruin his future. College president Guert Affenlight, a longtime bachelor, has fallen unexpectedly and helplessly in love. Owen Dunne, Henry's gay roommate and teammate, becomes caught up in a dangerous affair. Mike Schwartz, the Harpooners' team captain and Henry's best friend, realizes he has guided Henry's career at the expense of his own. And Pella Affenlight, Guert's daughter, returns to Westish after escaping an ill-fated marriage, determined to start a new life. As the season counts down to its climactic final game, these five are forced to confront their deepest hopes, anxieties, and secrets. In the process they forge new bonds, and help one another find their true paths. Written with boundless intelligence and filled with the tenderness of youth, *The Art of Fielding* is an expansive, warmhearted novel

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

about ambition and its limits, about family and friendship and love, and about commitment--to oneself and to others.

A Guide to Being One-Up, Creating Value, and Becoming Truly Consultative

From the Mixed-Up Files of Mrs. Basil E. Frankweiler

The New Science of a Lost Art

Objections

The Sales Professional's Guide to Improving Customer Profits

Crashback

An Advocate's Guide to Effective Closing Argument

Proven techniques to master the art of the cold call Cold calling is not only one of the fastest and most profitable ways to initiate a new sales contact and build business; it's also one of the most dreaded—for the salesperson and the recipient. Smart Calling has the solution: Art Sobczak's proven, never-experience-rejection-again system. Now in an updated 2nd Edition, it offers even smarter tips and techniques for prospecting new business while minimizing fear and rejection. While other books on cold calling dispense long-perpetuated myths such "prospecting is a numbers game," and salespeople need to "love rejection," this book will empower readers to take action, call prospects, and get a yes every time. Updated information reflects changes and advances in the information gathering that comprises the "smart" part of the calling Further enhances the value and credibility

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

of the book by including more actual examples and success stories from readers and users of the first version Author Art Sobczak's monthly Prospecting and Selling Report newsletter (the longest-running publication of its type) reaches 15,000 readers, and Smart Calling continues to rank in the Top 20 in the Sales books category on amazon.com and has sold over 20,000 copies Conquer your fears and master the art of the cold calling through the genius of Smart Calling, 2nd Edition.

Customers today are overloaded with information and overwhelmed by options. The truth is, product value is so high across the competition that any kind of meaningful product differentiation--at least in the customers' eyes--has all but disappeared. Therefore, between not recognizing product differences, combined with not having any time to spare to investigate what they don't know, the difference maker for many decision makers . . . is you! The salesperson who is always responsive and completely focused on value will, more times than not, be the one who will stand out from the crowd and get the sale.

Combining leading-edge research with a vast amount of field experience, Amp Up Your Sales will show anyone how to become the trusted sales professional who consistently wins new business. Readers will learn how to:

- Maximize the value of their selling*
- Accelerate responsiveness to build trust and credibility*
- Earn valuable selling*

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

*time with customers• Shape the buyer's vision• Integrate persuasive stories into their sales process• Build lasting relationships through follow-up and customer service*The bad news is, your customers won't understand and appreciate all the advantages of your product. The good news is, they aren't making the decision based on the product, but on you!

A darkly comic and ambitious sequel to the American classic Catch-22. In Closing Time, Joseph Heller returns to the characters of Catch-22, now coming to the end of their lives and the century, as is the entire generation that fought in World War II: Yossarian and Milo Minderbinder, the chaplain, and such newcomers as little Sammy Singer and giant Lew, all linked, in an uneasy peace and old age, fighting not the Germans this time, but The End. Closing Time deftly satirizes the realities and the myths of America in the half century since WWII: the absurdity of our politics, the decline of our society and our great cities, the greed and hypocrisy of our business and culture -- with the same ferocious humor as Catch-22. Closing Time is outrageously funny and totally serious, and as brilliant and successful as Catch-22 itself, a fun-house mirror that captures, at once grotesquely and accurately, the truth about ourselves. Please note: This is a companion version & not the original book. Sample Book Insights: #1 A philosophy is important for selling

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

effectively. It should guide how you sell, not just what you sell. It should be in line with what you believe, and live your beliefs. #2 Caveat venditor is a more appropriate philosophy today, as it encourages buyers to protect themselves from merchants. It implies that buyers are responsible for protecting themselves from merchants. #3 Confidence in yourself and what you're selling comes from the belief that you can make a difference for your clients. It allows you to ask for the commitment to take the next step. It comes from the belief that you can and will deliver the outcomes your clients need. #4 Caring is the root of trust, and trust is the foundation of all relationships, including commercial ones. When you care about helping other people generate the results they can't generate on their own, your outward focus becomes part of what creates a preference and makes you easier to buy from.

INKED

The Secret to Closing Sales - the Best Selling Practices and Techniques for Closing the Deal (special Edition)

The Secret

Spying and the Lost Art of American Intelligence

The Recruiter

The Perfect Close

More Sales, Less Time

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Alex Rogo is a harried plant manager working ever more desperately to try and improve performance. His factory is rapidly heading for disaster. So is his marriage. He has ninety days to save his plant - or it will be closed by corporate HQ, with hundreds of job losses. It takes a chance meeting with a colleague from student days - Jonah - to help him break out of conventional ways of thinking to see what needs to be done. Described by Fortune as a 'guru to industry' and by Businessweek as a 'genius', Eliyahu M. Goldratt was an internationally recognized leader in the development of new business management concepts and systems. This 20th anniversary edition includes a series of detailed case study interviews by David Whitford, Editor at Large, Fortune Small Business, which explore how organizations around the world have been transformed by Eli Goldratt's ideas. The story of Alex's fight to save his plant contains a serious message for all managers in industry and explains the ideas which underline the Theory of Constraints (TOC) developed by Eli Goldratt. Written in a fast-paced thriller style, *The Goal* is the gripping novel which is transforming management thinking throughout the Western world.

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

It is a book to recommend to your friends in industry - even to your bosses - but not to your competitors!

Award-winning sales coach Jeff Shore shows sales professionals how to apply buyer psychology to personalize follow-ups, serve customers—and seal the deal faster. What does a sales professional do when the customer says, “Not yet”? Companies have invested thousands and even millions of dollars in CRM technology over the past decade, but frontline salespeople and sales executives alike are still groping for solutions. The problem of drift—a common phenomenon in which a prospect simply forgets about the product offering and goes dark—is persistent and rampant. Technology doesn’t change behavior on its own. Behavior is changed by adopting better habits. The fact is 44 percent of salespeople give up after one follow-up attempt. That sad reality presents a genuine opportunity. In *Follow Up and Close the Sale*, Jeff Shore offers research-based insights into the customer’s buying journey to teach sales professionals how to:

- Create and maintain Emotional Altitude for the customer
- Leverage speed as an advantage
- Personalize follow-up to fulfill customer needs and provide value
- Overcome the mental

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

barriers that make follow-up a difficult task • Select the right follow-up method • Stay in touch without annoying the prospect • “Wake up” tired leads Better yet, this results-oriented book will make the follow-up process, one often dreaded as a grueling chore, to be genuinely enjoyable. Effective follow-up is relationship-based, service-driven, and emotionally positive. It’s about rituals and routines, rhythms and the right attitude. It’s about not quitting when others give up. Follow-up is what separates the good from the great.

America’s best salespeople, from businesses spanning IBM to Mary Kay Cosmetics, take you along on the perfect sales presentation. There’s much more to superselling than just showing a great product. Sales presentations that consistently get results are subtle blends of skill, performance, and manipulation. It’s a craft that’s almost magical—but a craft that can be learned. Now, five of the top salespeople in America—Martin Shafiroff, Betty C. Hardeman, Joe Gandolfo, Mary Kay Ash, and Buck Rodgers—distill lifetimes of sales expertise into a step-by-step guide that can help you succeed, regardless of the product or service you’re selling. You’ll watch as a fictional

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

character—representing the combined experience of these five leading sales pros—conducts the perfect presentation: from getting past a secretary on the phone to turning a recalcitrant executive into an eager new customer. Then you'll hear detailed commentary from each of the five experts on subjects including:

- Doing your homework beforehand
- Creating initial interest
- Fact finding
- Presenting the product
- Controlling—and assuming—the sale
- Overcoming objections
- Closing the sale
- Servicing the customer

The Perfect Sales Presentation shows you dozens of techniques in action that can make your presentations more effective—and more lucrative. In a world that is ever more competitive, here is practical sales advice from the best: your personal edge that can help get you to the top—and keep you there.

BEST MYSTERY/THRILLER FOR THE YEAR for NPR "Come for the mounting horror and scares, but stay for a devastating examination of the nature of family secrets." - New York Times book review "[A] scary, highly entertaining debut...that pays homage to Shirley Jackson." - South Florida Sun Sentinel A Most Anticipated Book Goodreads * Publishers Weekly * Crime Reads *

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Popsugar * Bookish * #1 Loanstar Pick in Canada An Indie Next pick! A Library Reads Pick! The Blair Witch Project meets Midsommar in this brilliantly disturbing thriller from Camilla Sten, an electrifying new voice in suspense. Documentary filmmaker Alice Lindstedt has been obsessed with the vanishing residents of the old mining town, dubbed "The Lost Village," since she was a little girl. In 1959, her grandmother's entire family disappeared in this mysterious tragedy, and ever since, the unanswered questions surrounding the only two people who were left—a woman stoned to death in the town center and an abandoned newborn—have plagued her. She's gathered a small crew of friends in the remote village to make a film about what really happened. But there will be no turning back. Not long after they've set up camp, mysterious things begin to happen. Equipment is destroyed. People go missing. As doubt breeds fear and their very minds begin to crack, one thing becomes startlingly clear to Alice: They are not alone. They're looking for the truth... But what if it finds them first? Come find out. "RELENTLESSLY CREEPY." —Alma Katsu, author of *The Hunger* (An NPR Best Horror Novel) "IMPOSSIBLE TO STOP READING." —Ragnar

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Jonasson, author of The Island "Readers will revel in the chills." – Booklist

How the Dutch Unwind with Niksen

How to Sell More, Easier, and Faster Than You Ever Thought Possible

The Goal

A Process of Ongoing Improvement

How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal

What You're Missing and Why It Matters

The Perfect Sales Presentation

The brilliant, controversial, bestselling critique of American culture that “hits with the approximate force and effect of electroshock therapy” (The New York Times)—now featuring a new afterword by Andrew Ferguson in a twenty-fifth anniversary edition. In 1987, the political philosopher Allan Bloom published *The Closing of the American Mind*, an appraisal of contemporary America that “hits with the approximate force and effect of electroshock therapy” (The New York Times) and has not only been vindicated, but has also become more urgent today. In clear, spirited prose, Bloom argues that the social and political crises of contemporary America are part of a larger intellectual crisis: the result of a dangerous narrowing of curiosity and exploration by the university elites. Now, in this twenty-fift

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

anniversary edition, acclaimed author and journalist Andrew Ferguson contributes a new essay that describes why Bloom's argument caused such a furor at publication and why our culture so deeply resists its truths today.

From the author of the New York Times bestseller *Juliet* comes a mesmerizing novel about a young scholar who risks her reputation—and her life—on a thrilling journey to prove that legendary warrior women known as the Amazons actually existed. Look for special features inside. Join the Random House Reader's Circle for author chats and more. Oxford lecturer Diana Morgan is an expert on Greek mythology. Her obsession with the Amazons started in childhood when her eccentric grandmother claimed to be one herself—before vanishing without a trace. Diana's colleagues shake their heads at her Amazon fixation. But then a mysterious, well-financed foundation makes Diana an offer she cannot refuse. Traveling to North Africa, Diana teams up with Nick Barran, an enigmatic Middle Eastern guide, and begins deciphering an unusual inscription on the wall of a recently unearthed temple. There she discovers the name of the first Amazon queen, Myrina, who crossed the Mediterranean in a heroic attempt to liberate her kidnapped sisters from Greek pirates, only to become embroiled in the most famous conflict of the ancient world—the Trojan War. Taking the clues from the inscription, Diana and Nick set out to find the fabled treasure that Myrina and her Amazon sisters salvaged from the embattled city of Troy so long ago. Diana doesn't know the nature of the treasure, but she does know that someone is shadowing her, and that Nick has a sinister agenda of his own. With danger lurking at every turn, and unsure of whom to

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

Diana finds herself on a daring and dangerous quest for truth that will forever change world. Sweeping from England to North Africa to Greece and the ruins of ancient Troy, navigating between present and past, *The Lost Sisterhood* is a breathtaking, passionate adventure of two women on parallel journeys, separated by time, who must fight to keep lives and legacy of the Amazons from being lost forever. Praise for *The Lost Sisterhood*: “Impossible to put down . . . Meticulous research, a delicious mystery, and characters who leap from the story make this brilliant book a Perfect 10.”—Romance Reviews Today “*A Fortier* tells two tales of adventure, mystery and romance . . . reminiscent of *The Da Vinci Code* with a hint of *A Discovery of Witches*.”—Fredericksburg Free Lance–Star “Boldly original . . . will intrigue lovers of ancient worlds as well as those who are just fans of the story.”—Bookreporter “A gorgeous journey from England to North Africa to Greece, through readers with beautiful settings, courageous women and breathtaking adventure.”—Book “Grounded in a thorough knowledge of classical literature, this skillful interweaving of plausible archaeological speculation, ancient mythology, and exciting modern adventure delight fans of such authors as Kate Mosse and Katherine Neville.”—Library Journal (star review) “*The Lost Sisterhood* is a spellbinding adventure, a tale of two courageous women separated by millennia but pursuing interwoven quests: one to protect and lead her sister through a dangerous ancient world, the other to prove that the legendary tribe of women existed, and that their legacy endures.”—Jennifer Chiaverini, author of *Mrs. Lincoln’s Dressmaker* and *The Spymistress*

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

"Always be closing!" —Glengarry Glen Ross, 1992 "Never Be Closing!" —a sales book title, 2014 "?????" —salespeople everywhere, 2017 For decades, sales managers, coaches, and authors talked about closing as the most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from the "take delivery" close to the "now or never" close. But these tactics often alienated customers, leading to fads for the "soft" close and abandoning the idea of closing altogether. It sounded great in theory, but the results were often mixed or poor. That left a generation of salespeople wondering how they should think about closing, and what strategies would lead to the best possible outcomes. Anthony Iannarino has a different approach geared to the new technological and social realities of our time. In *The Lost Art of Closing*, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you've set it up properly with other commitments that have to happen long before the close. The key is to lead customers through a series of necessary steps designed to prevent a purchase stall. Iannarino addressed this in a chapter in *The Only Sales Guide You'll Ever Need*—which he thought would be his only book about selling. But he discovered so much hunger for guidance about closing that he's back with this new book full of proven tactics and useful examples. *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey. For instance, you'll discover how to:

- Compete on value, not price, by securing a Commitment to Invest early in the process.
- Ask for a Commitment to Build Consensus within the client's organization, ensuring that your solution has early buy-in from all stakeholders.
- Prevent

Download Free The Lost Art Of Closing: Winning The Ten Commitments That Drive Sales

possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns. The Lost Art of Closing will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and results.\

The Lost Art of Doing Nothing

The Power Clash Between the U.S. and China in the Pacific

The Psychology of Selling

Winning the Ten Commitments That Drive Sales

Breath