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The Perfect Close: The Secret To Closing Sales — xiii —
Introduction Did you know there is a method to closing that is nearly always successful (in the 95% range), is zero pressure for you and your client, and involves just two questions? It ' s true. This book out-lines the method. Even better, you can learn it in as little as five minutes.

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The Perfect Close: The Secret To Closing Sales – The Best Selling Practices & Techniques For Closing The Deal by James Muir. Summary of 9 Top Takeaways. Though the book provides many actionable best-practices, the following diagram summarized the “perfect close” concept: Intent matters more than

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~~The Perfect Close (Book Summary) - SellingSherpa~~
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"The perfect secret" is inspired by the Italian movie "Perfetti Sconosciuti" by Paolo Genovese from 2016 (2.7 million visitors in Italy alone). In numerous countries such as France, Spain, Korea and Turkey, the film was adapted and became a worldwide phenomenon.

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~~The perfect secret (Deutschland 2019) – Frankfurt Tipp~~

Don ' t be aggressive, pushy, slimy, and unethical. Don ' t try to sell prospects on features and benefits. Don ' t give the prospect control of the sales conversation.

Don ' t be scared to ask for BIG money. Do the opposite of these things, and you ' ll close more deals in less time with less effort.

~~The Perfect Closing Script – Close More Deals – Dan Lok~~

The demonstrations began soon after the national government's order to close restaurants, bars, gyms

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