



The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling

By Brian Tracy

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"Let me think it over."

Early in his sales career, world-renowned sales expert Brian Tracy couldn't find a way to overcome that simple five-word objection and close the sale. Then he discovered a technique that worked. Business boomed. Tracy broke every sales record in his company and increased his income twenty-fold.

Since that breakthrough many years ago, Tracy has meticulously studied and collected the best of the best in sales-closing techniques. Now, in *The Art of Closing the Sale*, he shares this wealth of knowledge that has already helped more than one million people maximize their sales results.

No matter how eloquent or passionate a salesperson you may be, no matter how friendly your smile or likable your personality, if you can't close the sale, your efforts yield nothing.

The Art of Closing the Sale teaches the learnable skills that anyone can use to transform the sales process into a consistent win. This book is an absolute must-read for every sales professional seeking to boost their career and create a future of success.

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Editorial Review

About the Author

Brian Tracy is Chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations. He is the top selling author of over forty-five books that have been translated into dozens of languages. Brian is happily married and has four children. He is active in community and national affairs, and is the President of three companies headquartered in Solana Beach, California.

Users Review

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Jeffrey Barclay:

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Peter Gomez:

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