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Survival Guide

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A survey of over 1100
sales people indicates
that handling

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objections and closing the deal are the biggest weaknesses of ALL sales people. I created The Closer's Survival Guide for YOU so you can become GREAT at Negotiating and Closing.. I assure you this will be the BEST most current information you have ever read or listened

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to regarding how to
Close the Deal.

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Survival Guide Book

- Grant Cardone

Training ...

Grant Cardone's new book, The Closer's Survival Guide, is not a theory of closing the deal, but exactly HOW to close the deal including the 20

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major rules of closing
and over 120 exact
closes that you can
use every day!

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done it again!

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to ink the deal - Kindle

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Grant Cardone. P.S.

In case you're one of those people (like me) who just skip to the end of the letter, here's the deal: I'm mailing you my

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bestselling book on closing deals, "The Closer's Survival Guide" (that retails at \$24.97) for FREE.

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You're Last: Sales
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Market and Beat Your
Competition. The
TRUTH About
Business: What The
Top 1% DOESN'T
Want You To Know...
[Either Play The
Game Or Get Played!]
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It is the ability to close that makes a difference more than any other skill you will learn in life! Grant Cardone's book, The Closer's Survival Guide, is not a theory

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of closing the deal,
but exactly HOW to
close the deal
including the 20 major
rules of closing and
over 120 exact closes
that you can use
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it again!

**The Closer's
Survival Guide -
Third Edition: Grant
Cardone ...**

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A survey of over 1100 sales people indicates that handling objections and closing the deal are the biggest weaknesses of ALL sales people. I created The Closer's Survival Guide for YOU so you can become GREAT at Negotiating and Closing.. Over 126 of the GREATEST

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closers you will ever hear - how to use them, when to use them and how to handle ANY and EVERY objection a customer will EVER give you.

**The Closer's
Survival Guide Book
and MP3 - Grant
Cardone ...**

The Close is 20% of

Page 20/66

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your selling time but
100% of your income.
Over 5 hours 31
minutes delivered by
Grant Cardone
himself! Note: This is
not the physical audio
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MP3 version of
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Guide. Example of
just 15 of the 126
BEST closes you will

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ever learn plus the theory of closing, how to close, Rules of Closing, the Biggest Mistakes you can make when closing and EXACTLY what you must know to become a MASTER at the Art of Closing the Sale.

**The Closer's
Survival Guide MP3**

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Over 100 Ways to ink
the deal by Grant C.

100% OF YOUR
INCOME DEPENDS
ON THE CLOSE! Are
you sick of Selling
and NOT Closing the
Deal? ... person on
has 3 closes? The
Close is 20% of your
selling time but 100%
of your income. Over

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100 Ways to ink the deal by Grant Cardone! Note: This is the downloadable PDF version. ...

Closer's Survival Guide ...

Closer's Survival Guide | eBook - Grant Cardone Training ...

First - there is MUCH to learn from Grant

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Cardone and The Closer's Survival Guide. The mechanics of the close, the proper rules for negotiating and most of the example closes are gold. But read this book through your own lens and be critical of the information you receive.

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Amazon.com:

Customer reviews:

**The Closer's
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The Closer's Survival
Guide: Over 100 ways
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Edition by Grant
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Format: Kindle
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book, The Closer's
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deal, but exactly
HOW to close the
deal including the 20
major rules of closing
and over 120 exact
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the same

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Survival Guide
**The Closer's
Survival Guide -
Third Edition by
Grant ...**

Closing the customer is like taking a trip: you are limited by the amount of gas you have in the tank. A great closer will have more closes than the customer has objections, stalls, and

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reasons not to close.

That's why I have
over 100 closes in
The Closer's Survival
Guide.

**How To Close A
Sale: The Ultimate
Guide - Grant
Cardone**

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Cardone sales
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Guide: Over 100
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reviews from the world's largest community for readers. Closing the sale is the only assurance of rewards. It ...

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Grant Cardone**

The Closer's Survival
Guide has Over 5
hours 31 minutes

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Example of just 15 of the 126 BEST closes you will ever learn plus the theory of closing, how to close, Rules of Closing, the Biggest Mistakes you can make when closing and EXACTLY what you must know

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address Best Sellers

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Grant Cardone
Straightslighting

The Closer's Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also critically important for dreamers, investors, inventors, buyers, brokers,

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entrepreneurs,
bankers, CEO's,
politicians and anyone
who wants to close
others on the way
they think and get
what they want in life.
Show me any highly
successful person,
and I will show you
someone who has big
dreams and who
knows how to close!
The end game is the

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close. Survival Guide

Grant Cardone

During economic contractions, it becomes much more difficult to sell your products, maintain your customer base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who are not

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able to make the transition. But imagine being able to sell your products when others cannot, being able to take market share from both your competitors, and knowing the precise formulas that would allow you to expand your sales while others make excuses. If You're Not First,

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You're Last is about how to sell your products and services—despite the economy—and provides the reader with ways to capitalize regardless of their product, service, or idea. Grant shares his proven strategies that will allow you to not just continue to sell, but create new

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products, increase
margins, gain market
share and much
more. Key concepts in
If You're Not First,
You're Last include:
Converting the Unsold
to Sold The Power
Schedule to Maximize
Sales Your Freedom
Financial Plan The
Unreasonable Selling
Attitude

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In this #1 New York Times bestseller, Detective Harry Bosch joins LA's elite Open/Unsolved Unit to help piece together the mysterious death of a teenage girl. He walked away from the job three years ago. But Harry Bosch cannot resist the call to join the elite Open/Unsolved Unit.

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His mission: solve murders whose investigations were flawed, stalled, or abandoned to L.A.'s tides of crime. With some people openly rooting for his failure, Harry catches the case of a teenager dragged off to her death on Oat Mountain, and traces the DNA on the

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murder weapon to a small-time criminal. But something bigger and darker beckons, and Harry must battle to fit all the pieces together. Shaking cages and rattling ghosts, he will push the rules to the limit -- and expose the kind of truth that shatters lives, ends careers, and keeps the dead

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whispering in the
night . . .

Grant Cardone

Straightlighting

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and

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Survival Guide
closing the sale.

Grant Cardone

I want to help you
reach millionaire
status, even get rich,
if you believe that you
deserve to be the
person in the room
that writes the check
for a million dollars,
ten million or even
100 million—let's roll.

From the millionaire

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Entrepreneur and
New York Times
bestselling author of
The 10X Rule comes
a bold and contrarian
wake-up call for
anyone truly ready for
success. One of the 7
best motivational
books of 2016,
according to Inc.
Magazine. Before
Grant Cardone built
five successful

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companies (and counting), became a multimillionaire, and wrote bestselling books... he was broke, jobless, and drug-addicted. Grant had grown up with big dreams, but friends and family told him to be more reasonable and less demanding. If he played by the rules, they said, he

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could enjoy everyone else's version of middle class success. But when he tried it their way, he hit rock bottom. Then he tried the opposite approach. He said NO to the haters and naysayers and said YES to his burning, outrageous, animal obsession. He reclaimed his

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obsession with
wanting to be a
business rock star, a
super salesman, a
huge philanthropist.

He wanted to live in a
mansion and even
own an airplane.

Obsession made all of
his wildest dreams
come true. And it can
help you achieve
massive success too.

As Grant says, we're

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in the middle of an epidemic of average. The conventional wisdom is to seek balance and take it easy. But that has really just given us an excuse to be unexceptional. If you want real success, you have to know how to harness your obsession to rocket to the top. This book will

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Survival Guide
Grant Cardone
Straitslighting

give you the inspiration and tools to break out of your cocoon of mediocrity and achieve your craziest dreams.

Grant will teach you how to:

- Set crazy goals—and reach them, every single day.
- Feed the beast: when you value money and spend it on the right things,

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you get more of it. •

Shut down the doubters—and use your haters as fuel.

Whether you're a sales person, small business owner, or 9-to-5 working stiff, your path to happiness runs through your obsessions. It's a simple choice: be obsessed or be

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average. Survival Guide

Grant Cardone

Achieve "Massive
Action" results and

accomplish your
business dreams!

While most people
operate with only
three degrees of
action-no action,
retreat, or normal
action-if you're after
big goals, you don't
want to settle for the

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ordinary. To reach the next level, you must understand the coveted 4th degree of action. This 4th degree, also known as the 10 X Rule, is that level of action that guarantees companies and individuals realize their goals and dreams. The 10 X Rule unveils the

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principle of "Massive Action," allowing you to blast through business clichés and risk-aversion while taking concrete steps to reach your dreams. It also demonstrates why people get stuck in the first three actions and how to move into making the 10X Rule a discipline. Find out exactly

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where to start, what to do, and how to follow up each action you take with more action to achieve Massive Action results. Learn the "Estimation of Effort" calculation to ensure you exceed your targets Make the Fourth Degree a way of life and defy mediocrity Discover the time management

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myth Get the exact reasons why people fail and others succeed Know the exact formula to solve problems Extreme success is by definition outside the realm of normal action. Instead of behaving like everybody else and settling for average results, take Massive

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Action with The 10 X Rule, remove luck and chance from your business equation, and lock in massive success.

Success in 50 Steps has been 10 years in the making, with the author researching and compiling over

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500 book summaries into video, audio and written format on his website

Bestbookbits.com.

The book takes the reader through the steps of taking their dreams out of their head and making them a reality.

Walking the reader through the steps to success such as

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dreams, passions,
desire, purpose,
goals, planning, time,
knowledge, ideas,
thinking, beliefs,
attitude, action, work,
habits, happiness,
growth, failure, fear,
courage, motivation,
persistence,
discipline, results and
success. With the
pathway to success
outlined in 50 easy

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steps, anyone can put into practice the wisdom to take their personal dreams and goals out of their head into reality. Featuring a treasure trove of quotations from the legends of personal development such as Tony Robbins, Jim Rohn, Napoleon Hill, Les Brown, Zig Ziglar, Wayne Dyer, Brian

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Tracy, Earl Guide

Nightingale, Dale

Carnegie, Norman

Vincent Peale, Og

Mandino and Bob

Proctor to name a

few, let this book

inspire you to become

the best version of

yourself.

The keystone of Gay's

world-famous series

of books, first

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published in 1980, is a complete reference on closing sales and a guide to new sales presentations in today's marketplace. Not a beginner's manual or self-help book, this classic is designed to help master closers brush up and study total closing procedures.

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