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Secrets of closing the sale zig ziglar audiobook

Table of Contents You may also like: Thriller and Mystery Staff Picks Would you try another book written by Zig Ziglar or narrated by Zig Ziglar? No question Zig was a smart and successful man. Here is the issue, just because you have written a book doesn't mean that *you* have to read it. A truly talented person understands not just their strengths but their weaknesses too. Zig should stick to writing and selling. Has Secrets of Closing the Sale put you off other books in this genre? If they are as dated and out of touch as this one then yes. How did the narrator detract from the book? Because it was a truly awful performance, perhaps not helped by the subject matter to be so dated. Could you see Secrets of Closing the Sale being made into a movie or a TV series? Who would the stars be? Whoever does this will lose money. Any additional comments? If you sell double glazing via cold calling or some other form of home improvement and we jumped into a time machine and went back to the 1980s this would be fine. However its not. Yes cold calling *can* be effective but nowadays its all about making compelling offers to a carefully selected targeted market. Its all about permission these days, provide value first and get opt-ins and then build relationships before selling. With pay per click you can create very targeted campaigns, you can't just dial numbers from a phone directory. MAKE 'EM SAY YES All of us are involved in selling every day. Whenever we present a product or a principle, inform a client, or instruct a child, we are engaging in the art of effective persuasion. Allow America's master of the art of selling explain proven, practical sales techniques all of us can use every day. He provides vital strategies for specific closes, hundred of sales questions, and dozens of persuasion procedures to help everyone sell their ideas, or themselves. No matter what your age, gender, occupation, or lifestyle, these proven techniques from America's selling sensation can work for you. Classic Zig! Great audiobook. I listened to this to and home from work. You will learn so much in each listen. Everything he said I could relate to in the world of sales. It's worth the money. Great buy! Stop over thinking the close. This is what you need. Man I love zig and I buy a lot of his stuff but this book is about the same as his selling with emotional logic book. I'm expecting a refund on Monday. Not paying 18$ for a book I just listened to for $15. I'll take the refund and buy another book of zigs. Written by Zig ZiglarNarrated by Zig Ziglarratings:Also available as ebookEbookAll of us are involved in selling every day. Whenever we present a product or a principle, inform a client, or instruct a child, we are engaging in the art of effective persuasion. Allow America's master of the art of selling to explain proven, practical sales techniques all of us can use every day. Zig Ziglar provides vital strategies for specific closes, hundreds of sales questions, and dozens of persuasion techniques to help everyone sell their ideas, or themselves. No matter what your age, gender, occupation, or lifestyle, these proven techniques from America's selling sensation can work for you. Would you try another book written by Zig Ziglar or narrated by Zig Ziglar? I would definitely not get a book narrated by Zig Ziglar as his accent is really annoying. I would consider getting an unabridged version of one of his other books however, providing it's done by a professional narrator Would you recommend Zig Ziglar's Secrets of Closing the Sale to your friends? Why or why not? I don't have an a opinion as this 'audiobook' is not an abridged version of the book. It's just a collection of excerpts from speeches Who might you have cast as narrator instead of Zig Ziglar? Anyone but Zig Ziglar. His accent and intonation of speech is really annoying. The only people who could follow him, are probably people from his hometown What reaction did this book spark in you? Anger, sadness, disappointment? Anger. Zig Ziglar has left a legacy, and there's all these people trying to make money of his legacy (Audible included). Don't try to sell me an abridged version of an audiobook, when what you really are trying to do is cut-paste an old speech of his and trying to sell it to me as an original piece of work. Any additional comments? Audible should clearly indicate when they are selling us live recordings. This is the third time I have fallen for an abridged version of a book only to realize it's a crappy quality live recording Donec in tortor in lectus iaculis vulputate. 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