# The Closers Survival Guide By Grant Cardone

Author Dan Driscoll's passion has always been business with a focus on sales, which-in his opinion-determines success or failure in business. But when sales becomes your life, it can sometimes shift from an enjoyable living to one filled with anxiety and pressure. The Sales Burnout Survival Guide is designed to help you feel good about selling again. So much of life is work, and very few people understand what makes work rewarding. Dan has taken wisdom he has gained in the last twenty years of his sales experience and condensed it into an easy-to-ready manual. Sales knowledge is essential in all professions in today's ever-changing world, but it can be fun and rewarding as well. Dan can teach you the skills you need for sales in this new social environment. This guide to building a successful and positive career in sales demonstrates how gaining a few simple, learnable skills can protect your income and transform your work life.

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, 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 close.

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Traditional Chinese edition of Thinking, Fast and Slow, Amazon Best Books of the Month, November 2011. Kahneman is psychology professor emeritus at Princeton University and the 2002 Nobel Prize in Economic Sciences. In Traditional Chinese. Annotation copyright Tsai Fong Books, Inc. Distributed by Tsai Fong Books, Inc.

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Traditional Chinese edition of The 10X Rule: The Only Difference Between Success and Failure

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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.

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Du sitter med din kund och kommer inte på vad du ska säga för att få affären i hamn. Ditt säljsamtal börjar glida dig ur händerna, fast du egentligen har en bra produkt som du vet att kunden kommer att tjäna på om han eller hon bara köper den. Men kunden blir osäker, trummar lite med fingrarna, får ökad puls, vill kanske, men känner sig inte riktigt tillfreds med situationen och väljer den enkla utvägen: -Nej. I den här boken får du lära dig vad du skulle ha gjort annorlunda och för första gången någonsin, presenteras ett modern synsätt på hur du ska se på begreppet avslutstekniker, för att du ska kunna möta den moderna kunden i deras verklighet. Med 100 olika sätt att fråga efter affären i olika kundsituationer, så kommer den här boken förmodligen ligga i din säljväska och tas fram inför varje säljsamtal du kommer att ha framöver!

Traditional Chinese edition of Difficult Conversations: How to Discuss What Matters Most by Douglas Stone. In Traditional Chinese. Annotation copyright Tsai Fong Books, Inc. Distributed by Tsai Fong Books, Inc.

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Pentingnya kemampuan menjual bagi kesuksesan Anda adalah seperti pentingnya oksigen bagi kehidupan. Keterampilan menjual adalah suatu KEHARUSAN untuk mempromosikan diri Anda, bisnis Anda, dan ide Anda kepada orang lain. Banyak yang berpikir bahwa jika mereka bekerja lebih keras, mereka akan diganjar posisi yang lebih tinggi. Fakta membuktikan sebaliknya: orang yang dipromosikan adalah yang paling berhasil menjual gagasannya kepada orang lain. Banyak yang mengatakan bahwa penyebab utama kegagalan bisnis adalah kekurangan modal. Kenyataannya, bisnis itu gagal karena ia tidak mampu menjual ide, produk, dan layanan kepada publik dalam jumlah yang cukup besar untuk menjamin keberhasilannya. Sell or Be Sold tidak hanya wajib dibaca oleh mereka yang berkarier di bidang penjualan, tetapi juga oleh siapa pun yang ingin sukses. Grant Cardone menunjukkan betapa kesuksesan mustahil diraih tanpa pemahaman tentang konsep penjualan. Buku ini berisi pandangan baru tentang seni penjualan yang dilakukan secara bermartabat dan etis demi mendapatkan semua yang Anda inginkan dalam hidup ini.

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