

Sales Closing For Dummies

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Sales Closing For Dummies

Sales Closing For Dummies Cheat Sheet Closing sales is what you do and what you want to do more of. Being aware of the reasons people buy — and the reasons they don't — can make your job more productive. Training yourself to look for signs that a customer is interested in buying can increase your sales rate.

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4.0 out of 5 stars Sales Closing for Dummies. Reviewed in the United States on February 13, 2008. Verified Purchase. Seems reasonably concise and is organized in a logical manner. It helps to have read the previous book which I believe was "Sales for Dummies." Some of the things I learned are helping me to close a higher rate of opportunities.

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Calculating Cost of Goods Sold and Inventory Cost - dummies

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