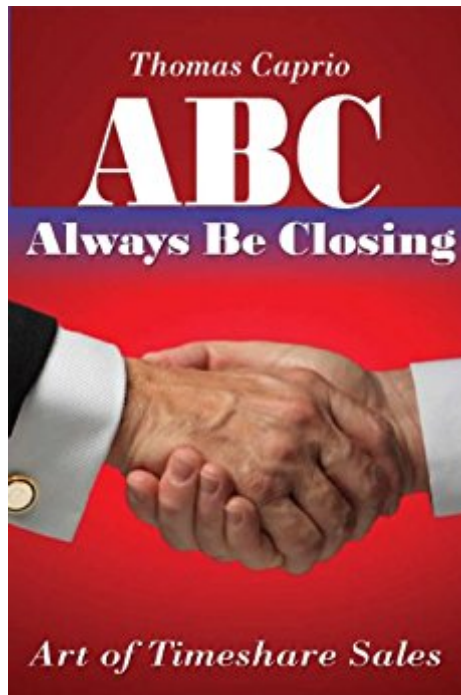




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ABC, Always Be Closing (Art Of Timeshare Sales Book 1)



Synopsis

In these difficult economic times, I still use "Base Essential Selling Steps" to close a sale. You will see a difference in your sales closing percentages by using simple but failproof Timeshare Sales Techniques. This ebook will help you get you through the toughest of sales objections and close 99% of the time! In all my years in industries like car sales, home improvement, phone soliciting, mortgage sales, real estate brokering, timeshare sales and marketing, and timeshare resales, sales has always been a passion and fun for me. I've been teaching Timeshare Sales Techniques for years, but it still amazes me how difficult everyone makes it! This is not just another of those Timeshare Sales Training books where the author never knocked on one door or made one face-to-face presentation that today we see so much of on the Internet these days. This is not a "get rich quick" solution, as you will still need to do the hard work and close the sale. However, this ebook will take you through a real process, from street contact by OPC, to VOL who signs up your new owners, and will show you how to close more deals, more easily than you've ever imagined! It's a complete Timeshare Sales process that teaches you simple tried and tested timeshare sales closing techniques that I've created and used in a real timeshare salesroom for over 10 years. These techniques set me apart as the number one salesperson who sold more weeks, more volume per day, week, month, and year compared to all my competitors, and it's still being used in Mexico , Vegas, Hawaii , etc.

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Customer Reviews

A lot of great information

Awesome book...must read increased my sales and gave me a ton of inspiration...worth every single penny. Don't wait get it now!

My friend wrote the book, so buy it.

It was ok for my first book

I wasn't sure if this book was going to be like a lot of other books that promise the world and deliver NOTHING!! hit a slump and wasn't able to close many deals for several weeks. No matter what I tried I wasn't closing any deals! Something had to change.Saw this book and it was my life saver! Once I started reading the book I could not put it down. Went to work, applied the principles of the book and BAM--CLOSED THE DEAL! Not only did I close the first deal after reading the book but several others. I am well on my way to closing 99% just as the book said!This book has really changed my life! My boss is also extremely happy!Don't think twice about buying the book. It pays for itself immediately.

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