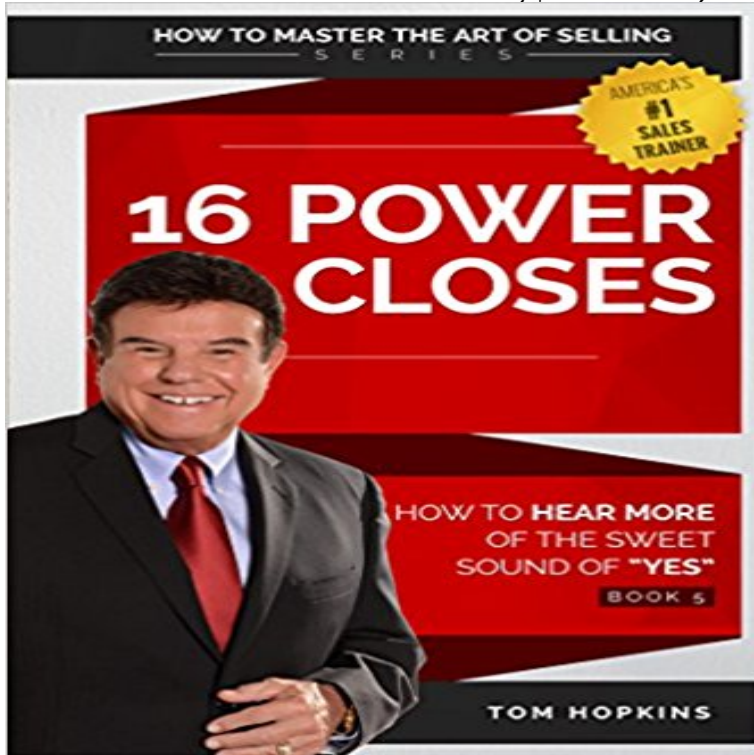


## 16 Power Closes: How to Hear More of the Sweet Sound of YES (How to Master the Art of Selling Book 5)



ATTENTION SALES REPS: Whats that beautiful sound you hear? Is it the babbling of a clear, cold brook? Is it the laughter of an innocent child? Is it the tender refrain of a meadowlark? No! Its the sweet sound of YES - the sweetest sound in sales! Learn how to smoothly create an abundance of closing opportunities and get more Yesses than ever before. The hallmark of every master closer is knowing several ways to close deals. Now you can know just when to act, when to hold back, and exactly when to close. Learning this one simple approach means youll be able to close more sales in less time - with happier customers every time! But where do you start? No one knows the answer to that question better than the legendary Tom Hopkins, who earned more than one million dollars in commissions during the first three years of his sales career. Over the course of the past 25+ years, hes been teaching others to do the same. 16 Power Closes: How to Hear More of the Sweet Sound of YES will show you in crystal-clear detail the exact steps you need to take in every sale. Youll learn not just How but Why, plus how to close with integrity and pride. Discover 16 ways to take any prospect through each step methodically, and get to that sweetest of sounds, the word YES. In this timely book, Tom reveals all there is to know about: Getting over the objection connection What to do before closing for more sweet success 16 power closes for sales champions - and those who want to be! Now you can turn any objection into a closing opportunity. Use the winning tactics in this book, and never again fear hearing the word No from your prospects. Youll know for all time how to hear more of that sweet sound of YES. Its like Mozart for your sales career. Get it now!

Et les renforts arrivent encore Bon Åa sera la derniÅre revue de troupes de la semaine. Donc on arrive Å 300 figurines il en reste donc 420... mais Åa va Åa avance bien. Je m'amuserais surtout sur les petites piÅces. LÅ c'est

du monobloc donc même si la ligne de moulage est visible -donc il faut barber presque tout le tour de la figurine... oui oui.- Comme chaque début de défi, je suis dans les temps, limite mieux qu'espérer. Mais par expérience je sais que c'est le creux du défi qui m'est fatal donc on verra quand j'aurais tout barbé :) Publié par CdtK à 17:37 4 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : Blabla lundi 1 août 2016 Revue des troupes Bon juste une petite photo pour montrer que je passe à l'infanterie. j'adore l'barbage. Oui certains diront que ça fait parti du hobby mais c'est vraiment ce que je teste le plus. Et puis là c'est de l'industriel. Publié par CdtK à 17:06 2 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : Blabla vendredi 22 juillet 2016 Pour une poignée de trous en plus Voilà les plaquettes de 6cm ont percées... 1200 trous... oui oui. 1200 trous dans du plexi -vous savez le truc qui se colle une fois sur deux sur la machine. Mais voilà pour les 6cm c'est fini et je verrais pour les 8cm de front plus tard -je dirais fin août-. Mais à quoi ça correspond? Donc dire des trous c'est bien mais ça renseigne pas beaucoup alors 1200 trous c'est : 594 soldats -de l'ager à lourd- 231 cavaliers et 24 canons avec 4 artilleurs. Oui monsieur. Bon alors je suis d'ailleurs de ne pas avoir plus de soldats à pied. C'est pas super grave, je doute que toutes les plaquettes soient un jour sur la même table. Mais bon quand on voit que pour 30€ -3 plaquettes- j'ai pu faire celle là et autant en 8cm, ça va. Il faut voir ce que cela m'aurait coûté dans le commerce. On y rajoute le prix des aimants -15€ les 1000 fdpin- et j'ai quand même un très bon rapport qualité-prix par rapport à ce que je recherchais. Il le reste à barber les trous pour y glisser l'aimant et ça sera parfait je pourrais retourner à mes figurines. Publié par CdtK à 09:52 2 commentaires: Liens vers cet article Envoyer par e-mail BlogThis! Partager sur Twitter Partager sur Facebook Partager sur Pinterest Libellés : 28mm, Blabla jeudi 14 juillet 2016 florian.bardi. Thème Voyages. Images de thèmes de Storman. Fourni par Blogger.

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