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Zig Ziglar's Secrets of Closing the Sale by Zig Ziglar

Kevin Harrington is the founder of the Secrets of Closing the Sale Master Class. A successful entrepreneur for more than 40 years, Harrington was also an original shark from the hit TV show Shark Tank and is the author of several bestselling books. Table of Contents. Foreword Tom Ziglar 9.

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Secrets of Closing the Sale by Zig Ziglar, 1985, Berkeley Books edition, in English - Paperback ed.

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From the psychology of closing to the nuts and bolts of selling, it's no wonder this is the only purely sales book to make the New York Times Best-Seller list. Zig shares tips and techniques from his vast wealth of sales experience. His insights will prove to you over and over why this is the definitive "how to" sales

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