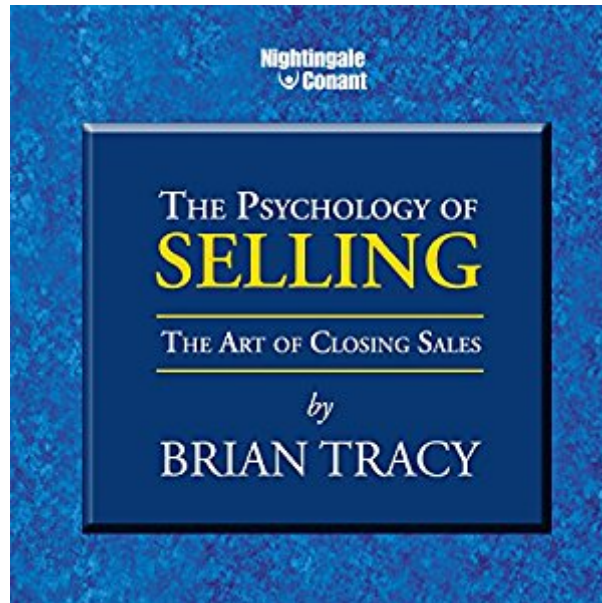


The book was found

# The Psychology Of Selling: The Art Of Closing Sales



## Synopsis

With Brian Tracy's *The Psychology of Selling* you will learn how to program yourself for success. How would you like to triple your income in just 12 months? That's the incredible promise legendary sales mastermind Brian Tracy makes in this "graduate level" sales training program *The Psychology of Selling* - one of the best, most comprehensive programs of its kind ever produced. "Selling is an inner game," Brian states, "and the difference between top performers and average ones is not as great as you might think. Top performers just do certain things a little bit better each day." In these 12 sessions you'll learn the field-tested techniques that will give you that critical edge, so you can blow the roof off your closing rate and your commissions. In this landmark program, you'll discover: Why the top 20 percent of salespeople earn 16 times the average of the rest. The 10 characteristics of superior salespeople. The psychology of buying. How to break a prospect's preoccupation. Why goal setting is a key to sales success. Six ways to increase effectiveness. How to deal with a prospect's nine most common objections. The Law of Six and how it can help you. And so much more!

## Book Information

Audible Audio Edition

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## Customer Reviews

brian discusses every aspect of selling, not just closing sales. He has many examples to give and many situations. He kept me very interested in the tapes and I listened very closely. I have listened to the tapes more than 100 times and continue to listen to 30 minutes a day everyday. Just Brilliant!

It doesn't get any better than Brian Tracy teaching you all about sales. He is a veritable master of sales as his track record proves. I've been in sales for 35 years and I still learn something new fro

this program everytime I listen to it. Great material.

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Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) The Psychology of Selling: The Art of Closing Sales 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Selling on eBay: 44 Killer Profitable Items To Sell on eBay From Garage Sales, Thrift Stores, Flea Markets and More! (selling on ebay, ebay, ebay selling, ... ebay marketing, ebay selling made easy,) Psychology of Sales : From Average to Rainmaker: Using the Power of Psychology to Increase Sales Overcoming Top Sales Objections: How to Handle the Most Difficult Sales Objections to Closing a Sale, Made for Success The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections) The Art of Closing the Sale: The Key to Making More Money Faster in the World of Professional Selling The Psychology of Selling: Increase Your Sales Faster and Easier Than You Ever Thought Possible The Psychology of Selling: Increase Your Sales Faster and Easier Than You Ever Thought Possible (Your Coach in a Box) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Cold Calling for Women: Opening Doors and Closing Sales Kiss, Bow, or Shake Hands, Sales and Marketing: The Essential Cultural Guide\_From Presentations and Promotions to Communicating and Closing Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered Sales Closing For Dummies Thrift Store: How to Earn \$3000+ Every Month Selling Easy to Find Items From Thrift Stores, Garage Sales, and Flea Markets ( FBA - Selling on Ebay ... Online - Etsy Business - Work From Home) The Secrets of Closing the Sale: Included Bonus: Selling with Emotional Logic The Secrets of Closing the Sale: BONUS: Selling With Emotional Logic Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings)

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