

Closers Survival Guide

The nation’s #1 real estate broker and star of Bravo’s Million Dollar Listing New York shares his secrets for superstar success and getting what you want out of life—no matter who you are or what you do. Ten years ago, Fredrik Eklund moved to New York City from his native Sweden with nothing but a pair of worn-out sneakers and a dream: to make it big in the city that never sleeps. Since then, he’s become the top seller in the most competitive real estate market on the planet, brokering multimillion-dollar deals for celebrities, selling out properties all over the city, and charming audiences around the world as one of the stars of the hit Bravo series Million Dollar Listing New York. Now, for the first time, Fredrik shares his secrets so that anyone can find success doing what they love. According to Fredrik, even if you don’t consider yourself a salesperson, you’ve been in sales your whole life because every day you are selling your most important asset: yourself. Whenever you influence, persuade or convince someone to give you something in exchange for what you’ve got—whether it’s a luxury home, a great idea at work, or your profile on Match.com—you are selling. And if you know how to sell the right way, you can live your dream. That is what The Sell is all about. Blending personal stories, hilarious anecdotes, and the expertise he’s gained from his meteoric rise, Fredrik has written the modern guide on becoming successful, a book that tells you how to recognize and cultivate your true talents and make the ultimate sell. From the importance of being your most authentic self to looking like a million bucks even if you don’t have a million bucks (yet!), he shows how intangible factors like personality and charm can get you noticed and make you shine. He also shares his tips and tricks for preparing, persuading, and negotiating so that in any of life’s dealings, you’ll come out a winner.

Whether you work on Wal Street or at Wal-Mart, aim to become the top seller at your company or want to impress a first date, The Sell will help you have more personal and professional success, lead a rich and fulfilling life, and have fun along the way.

Your business lives and dies by your customer connections. Shouldn’t you have those down to a science? If you’re tired of having to justify your price...of offering discounts to close the deal...of long sales cycles...of customers who can’t seem to make a decision, then you need NeuroSelling(R), the only customer conversation tool grounded in neuroscience and behavioral psychology.

But NeuroSelling(R) is more than just theory—it’s a step-by-step, practical communication methodology honed by years of field experience, resulting in millions in new revenue in industries as diverse as biotech, financial services, manufacturing, and engineering. Start communicating in a way that: -Builds personal and professional trust faster -Naturally drives urgency to buy -Creates an automatic commitment to change In a book, you’ll also read the stories of a sales rep who went from the bottom half of his sales organization to becoming rep of the year, as well as the dark-horse executive candidate who became CEO, chosen over three more experienced leaders. No matter your situation, successful selling begins and ends with the customer conversation.

I want to help you reach millionaire status, even get rich, if you believe that you deserve to be the person in the room that writes the check for a million dollars, ten million or even 100 million—let’s roll.

New York Times bestselling author Elmore Leonard has written over forty books, including four about U.S. Marshal Raylan Givens, the captivating hero of the hit FX series Justified. Now three of Leonard’s best novels—Get Shorty, Tishomingo Blues, and Killshot—are together in one classic ebook collection. Her Restless Heart - Women’s Bible Study Leader Guide

Obsessed

Awakening from the Daydream

Step Closer (Five Nights at Freddy’s: Fazbear Frights #4)

Sales Strategies to Dominate Your Market and Beat Your Competition

A Biography

Dark Harvest

Now includes “The Life Inc. Guide to Reclaiming the Value You Create” In Life Inc, award-winning writer Douglas Rushkoff traces how corporations went from being convenient legal fictions to being the dominant fact of contemporary life. The resulting ideology, corporatism, has infiltrated all aspects of civics, commerce, and culture—from the founding of the first chartered monopoly to the branding of the self, from the invention of central currency to the privatization of banking, from the Victorian Great Exhibition to the solispism of Facebook. Life Inc explains why we see our homes as investments rather than places to live, our 401(k) plans as the ultimate measure of success, and the Internet as just another place to do business. Most important, Rushkoff illuminates both how we’ve become disconnected from our world and how we can reconnect to our towns, to the value we can create, and, mostly, to one another. As the speculative economy collapses under its own weight, Life Inc shows us how to build a real and human-scaled society to take its place.

From the millionaire entrepreneur and New York Times bestselling author of The 10X Rule comes a bold and contrarian wake-up call for anyone truly ready for success. One of the 7 best motivational books of 2016, according to Inc. Magazine. Before Grant Cardone built five successful companies (and counting), became a multimillionaire, and wrote bestselling books... he was broke, jobless, and struggling. Grant has grown up in a family that was more reasonable and less demanding. If he played by the rules, they said, he could enjoy everyone else’s version of middle class success. But when he tried it their way, he hit rock bottom. Then he tried the opposite approach. He said NO to the haters and naysayers and said YES to his burning, outrageous ambition. He reclaimed his obsession with wanting to be a business rock star, a super salesman, a huge philanthropist. He wanted to live in a mansion and even own an airplane. Obsession made all of his wildest dreams come true. And it can help you achieve massive success too. As Grant says, we’re in the middle of an epidemic of average. The conventional wisdom is to seek balance and take it easy. But that has really just given us an excuse to be unexceptional. If you want real success, you have to know how to harness your obsession to rocket to the top. This book will give you the inspiration and tools to break out of your cocoon of mediocrity and achieve your craziest dreams. Grant will teach you how to: - Set crazy goals—and reach them, every single day. - Feed the beast: when you value money and spend it on the right things, you get more of it. - Shut down the doubters—and use your haters as fuel. Whether you’re a sales person, small business owner, or 9-to-5 working stiff, your path to happiness runs through your obsessions. It’s a simple choice: be obsessed or be average.

"Brilliant, beautifully organized, exceedingly readable."—Philip Roth World-renowned Shakespeare scholar Stephen Greenblatt explores the playwright’s insight into bad (and often mad) rulers. Examining the psyche—and psychoses—of the likes of Richard II, Macbeth, Lear, and Coriolanus, Greenblatt illuminates the ways in which William Shakespeare delved into the lust for absolute power and the disasters visited upon the societies over which these characters rule. Tyrant shows that Shakespeare’s work remains vitally relevant today, not least in its probing of the unquenchable, narcissistic appetites of demagogues and the self-destructive willingness of collaborators who indulge them.

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

You're Not First, You're Last

Get Shorty, Tishomingo Blues, Killshot

A Woman's Longing for Love and Acceptance

30 Clever Cards and Envelopes to Fold

Sell Or Be Sold

How to Be a Master Closer in Every Thing You Do

Be Obsessed or Be Average

Heal restless gods, and hungry ghosts—these are just a few of the images on the Buddhist wheel of life. In Awakening from the Daydream, discover how these ancient symbols are still relevant to our modern life. In Awakening from the Daydream, meditation teacher David Nichtern reimagines the ancient Buddhist allegory of the Wheel of Life. Famously painted at the entryway to Buddhist monasteries, the Wheel of Life encapsulates the entirety of the human situation. In the image of the Wheel we find a teaching about how to make sense of life and how to find peace within an uncertain world. Nichtern writes with clarity and humor, speaking to our contemporary society and its concerns and providing simple practical steps for building a mindful, compassionate, and liberating approach to living.

Do you want more free book summaries like this? Download our app for free at https://www.QuickRead.com/App and get access to hundreds of free book and audiobook summaries. Learn about the attitude that defines success. Do you want to be at the top of your game? Do you want to be one step ahead? If you do, then it's time to revamp your attitude! Because success is a state of mind and if you like to be successful, you have to think like a winner. Written for anyone who wants to maximize their full potential and seize the day, Be Obsessed or Be Average (2016) is your handbook for becoming the best.

The Closer’s Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also critically important for dreamers, investors, inventors, buyers, brokers, entrepreneurs, bankers, CEO’s, politicians and anyone who wants to close others on the way they think and get what they want in life. Show me any highly successful person, and I will show you someone who has big dreams and who knows how to close! The end game is the close.

Five Nights at Freddy’s fans won’t want to miss this pulse-pounding collection of three novella-length tales that will keep even the bravest FNAF player up at night...

SEAL Survival Guide

Life Inc

Duallites

Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal

20 Rules of Closing a Deal

The Secrets of Selling Anything to Anyone

Elmore Leonard Classic 3-Book Collection

The 10X Quote book is derived from The 10X Rule, The Only Difference Between Success and Failure by New York Times bestselling author and self made multimillionaire entrepreneur, Grant Cardone. The 10X lifestyle is one that calls for massive action towards greatness in all aspects of life. This quote book is a compliment to the original 10X path towards success.

Shows that knowing the principles of selling is a prerequisite for success of any kind, and explains how to put those principles to use. This title includes tools and techniques for mastering persuasion and closing the sale.

Achieve “Massive Action” results and accomplish your business dreams! While most people operate with only three degrees of action-no action, retreat, or normal action-if you’re after big goals, you don’t want to settle for the ordinary. To reach the next level, you must understand the coveted 4th degree of action. This 4th degree, also known as “massive action,” is how individuals and individuals realize their goals and dreams. The 10 X Rule unveils the principle of “Massive Action,” allowing you to blast through business clich2s and risk-aversion while taking concrete steps to reach your dreams. It also demonstrates why people get stuck in the first three actions and how to move into making the 10X Rule a discipline for each action you take with more action to achieve Massive Action results. Learn the “Estimation of Effort” calculation to ensure you exceed your targets Make the Fourth Degree a way of life and defy mediocrity Discover the time management myth Get the exact reasons why people fail and others succeed Know the exact formula to solve any normal action. Instead of behaving like everybody else and settling for average results, take Massive Action with The 10 X Rule, remove luck and chance from your business equation, and lock in massive success.

Think and act like a Navy SEAL and you can survive anything. You can live scared—or be prepared. “We never thought it would happen to us.” From random shootings to deadly wildfires to terrorist attacks, the reality is that modern life is unpredictable and dangerous. Don't live in fear or rely on luck. Learn the SEAL mindset: Be prepared, be confident, be fearless. You can't face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply pick up a copy of Tony's book right now and discover his 21 proven secrets to close more motivated sellers than ever before!

Impulsive: The Face to Face with a motivated seller. You thought they wanted to sell their house to you...but now that you are sitting across the table from them, they won't budge. WHY NOT? If you are a real estate investor, perhaps this has happened to you (just as it has happened to nearly every other investor, too). The truth is: most investors get stuck when talking to a seller, and they struggle with closing the deal. That's where Tony "The Closer" Robinson can help. Tony is called "The Closer" because of his ability to close sellers simply and efficiently using skills he learned...and skills he teaches other people too.Tony has dedicated his life to helping investors learn the secrets to closing more deals... even if they have zero sales experience!In this book, real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing. His secrets include... How he shifted his mindset to master sales, and how you can do the same. The right way to use the phone (most people do it wrong). The simple yet powerful technique to overcome objections. The one thing most investors don't do (which virtually guarantees they'll lose the deal)- His "million dollar strategies" for investors to follow step-by-stepTony has used these strategies to close more than 1,000 deals and he still uses them every single day.How many more deals will YOU close when you've learned these secrets? You do not have to be born with sales skills, nor do you need any sales training or experience. Simply