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It gives you a lot of techniques to close deals, the book gives you literally tons of techniques, is not a narrative type of book, that's why is called "The Closer's Survival Guide". You will benefit a lot

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The Closer's Survival Guide by Grant Cardone

A survey of over 1100 sales people indicates that handling objections and closing the deal are the biggest weaknesses of ALL sales people. I created The Closer's Survival Guide for YOU so you can become GREAT at Negotiating and Closing. I assure you this will be the BEST most current information you have ever read or I

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In "The Closer's Survival Guide", the author educates the reader in various ways of closing deals. Deals covered include material items such as electronics, cars, software and toys. These same techniques can be used for non-material deals such as apartment leases, real estate, various negotiations, and even non-profit organizations attempting to fund raise.

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The Closer's Survival Guide differs from Grant's other books (The 10x Rule, Sell or Be Sold, and If You Are Not First, You're Last), in that it is broken down into two parts: the theory of closing and a compilation of different closes and how to manage objections.

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The Closer's Survival Guide - Book Summary - Roman Timochenko

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