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Core idea of the book: There isn't a single closing moment. Don't push to do it all at once. Instead, closing is a phase. And you get to a close (final sale) by asking for a commitment to take one more step.

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salespeople who are absolutely great at building rapport, and getting the client to a point of wanting to buy, but for some reason feel uncomfortable in closing the sale or taking payment.

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may be, no matter how friendly  
your smile or likable your  
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blow the deal. So, what can your tree service or landscaping business do to hit just the right notes with customers and close deals with Baldwin-esque consistency? Entrepreneur lists these as the “12 Commandments for Closing a Sale”: Remain

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Keeping you and your client in  
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close." --DAVID A. BROCK, author  
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Today marks 60 days since the launch of The Lost Art of Closing: Winning the 10 Commitments That Drive Sales. The feedback you receive about a book is always interesting. Here are a few important takeaways. I included a



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model of the language that you can use at the end of each chapter so that the reader could develop something that would work for them.

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commitments to stay on that journey with the customer, keeping you and your client in lockstep through a successful close.” —DAVID A. BROCK, author of Sales Manager Survival Guide

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image caption Britney Spears has argued that she is "afraid" of her father A US court has rejected an attempt by Britney Spears, 38, to have her father removed as conservator of her estate. Jamie

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~~Britney Spears loses court bid to  
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The curators of two new exhibitions on the topic, at the Museum of Modern Art in New York and the Detroit Institute of Arts, don't make that claim. But cars were arguably the most



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known for hosting his own chat  
show, as well as Take Your Pick  
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