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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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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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