



## Close the Deal: 120 Checklists for Sales Success

By Sam Deep, Lyle Sussman

Download now

Read Online 

**Close the Deal: 120 Checklists for Sales Success** By Sam Deep, Lyle Sussman

Deep and Sussman's *Smart Moves* and *Smart Moves for People in Charge* gave readers checklists for climbing the corporate ladder and taking on leadership tasks. Now, teamed with one of the country's premiere sales-training firms, they apply the same popular, practical approach to a vital task for any organization: selling. Whether you're introducing a product, marketing your small business's services, or selling your boss on a new idea, you'll benefit from checklists like these: Seven Fears All Buyers Share Thirteen Ways to Warm Up to Cold Calling Ten Different Ways to Set Your Asking Price Eight Questions to Help You Sell with Integrity For training, troubleshooting, and a quick review before every important call, sales professionals will be sold on *Smart Moves for Selling*.

 [Download Close the Deal: 120 Checklists for Sales Success ...pdf](#)

 [Read Online Close the Deal: 120 Checklists for Sales Success ...pdf](#)

# Close the Deal: 120 Checklists for Sales Success

By Sam Deep, Lyle Sussman

## Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman

Deep and Sussman's *Smart Moves* and *Smart Moves for People in Charge* gave readers checklists for climbing the corporate ladder and taking on leadership tasks. Now, teamed with one of the country's premiere sales-training firms, they apply the same popular, practical approach to a vital task for any organization: selling. Whether you're introducing a product, marketing your small business's services, or selling your boss on a new idea, you'll benefit from checklists like these: Seven Fears All Buyers Share Thirteen Ways to Warm Up to Cold Calling Ten Different Ways to Set Your Asking Price Eight Questions to Help You Sell with Integrity For training, troubleshooting, and a quick review before every important call, sales professionals will be sold on *Smart Moves for Selling*.

## Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman Bibliography

- Sales Rank: #161502 in Books
- Published on: 1998-12-30
- Original language: English
- Number of items: 1
- Dimensions: 1.00" h x 10.00" w x 5.00" l, .72 pounds
- Binding: Paperback
- 336 pages

 [Download Close the Deal: 120 Checklists for Sales Success ...pdf](#)

 [Read Online Close the Deal: 120 Checklists for Sales Success ...pdf](#)

## Download and Read Free Online *Close the Deal: 120 Checklists for Sales Success* By Sam Deep, Lyle Sussman

---

### Editorial Review

#### Amazon.com Review

*Close the Deal* is bursting with hot leads for sales pros looking to sharpen their skills and win more customers. Authors Sam Deep and Lyle Sussman show how to capture sales without being pushy or arrogant. Deep, a consultant from Pittsburgh, and Sussman, a management professor at the University of Louisville, believe that the essence of selling is sticking to a system. "Masterful sales professionals are neither lucky nor gifted," they write. "They do not dream, wish or hope for victory. They go out and make it happen." The book is based on programs developed at the Sandler Sales Institute, a noted Maryland firm that trains thousands of sales professionals around the country. The authors contend that three keys to successful selling are asking the right questions, making supportive presentations, and finding exactly how to eliminate roadblocks or "pain" for customers. "There is only one reason you will sell anything: your ability to reduce a buyer's pain," the authors write. "You can't reduce pain if you don't know what it is. Buyers will tell you if you ask correctly." The book is easy to read and full of practical advice and tips. The authors provide 120 lists on topics like "Fifteen Steps to Better Listening," "Seven Fears all Buyers Have," and "Fourteen Ingredients of a Winning Proposal." Salespeople will find a powerful ally in *Close the Deal*. The book is a blueprint for finding and analyzing buyers, determining their needs, and getting the sale. --Dan Ring

#### About the Author

**Sam Deep** is a consultant and trainer from Pittsburgh. **Lyle Sussman, Ph.D.**, is Professor of Management at the University of Louisville. Their other books include *Yes, You Can!* (80,000 sold) and *What to Say to Get What You Want* (60,000 sold). The Sandler Sales Institute provides sales training through its national network of 180 affiliates.

### Users Review

#### From reader reviews:

##### Steven Resnick:

People live in this new moment of lifestyle always aim to and must have the time or they will get great deal of stress from both everyday life and work. So , when we ask do people have free time, we will say absolutely without a doubt. People is human not a robot. Then we inquire again, what kind of activity are there when the spare time coming to anyone of course your answer will probably unlimited right. Then do you ever try this one, reading guides. It can be your alternative within spending your spare time, the actual book you have read is usually *Close the Deal: 120 Checklists for Sales Success*.

##### Mary Stock:

Your reading 6th sense will not betray you, why because this *Close the Deal: 120 Checklists for Sales Success* e-book written by well-known writer who knows well how to make book that can be understand by anyone who else read the book. Written throughout good manner for you, dripping every ideas and writing skill only for eliminate your hunger then you still hesitation *Close the Deal: 120 Checklists for Sales Success* as good book but not only by the cover but also by content. This is one guide that can break don't judge book

by its protect, so do you still needing one more sixth sense to pick this specific!? Oh come on your studying sixth sense already alerted you so why you have to listening to a different sixth sense.

**Leona Tidwell:**

Reading a book to get new life style in this calendar year; every people loves to go through a book. When you go through a book you can get a large amount of benefit. When you read textbooks, you can improve your knowledge, mainly because book has a lot of information in it. The information that you will get depend on what sorts of book that you have read. If you wish to get information about your examine, you can read education books, but if you act like you want to entertain yourself you can read a fiction books, this kind of us novel, comics, as well as soon. The Close the Deal: 120 Checklists for Sales Success will give you a new experience in reading a book.

**Freddie Straughter:**

This Close the Deal: 120 Checklists for Sales Success is brand-new way for you who has intense curiosity to look for some information given it relief your hunger of knowledge. Getting deeper you onto it getting knowledge more you know or you who still having small amount of digest in reading this Close the Deal: 120 Checklists for Sales Success can be the light food for you personally because the information inside that book is easy to get by simply anyone. These books develop itself in the form that is certainly reachable by anyone, yeah I mean in the e-book application form. People who think that in reserve form make them feel drowsy even dizzy this guide is the answer. So you cannot find any in reading a e-book especially this one. You can find what you are looking for. It should be here for you actually. So , don't miss this! Just read this e-book variety for your better life as well as knowledge.

**Download and Read Online Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman #JR8V30COXZ5**

## **Read Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman for online ebook**

Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman books to read online.

### **Online Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman ebook PDF download**

**Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman Doc**

**Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman Mobipocket**

**Close the Deal: 120 Checklists for Sales Success By Sam Deep, Lyle Sussman EPub**