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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.

The Closer's Survival Guide - Third Edition by Grant ...

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This great book by Grant Cardone shows the importance of learning to close. As he puts it, the only real reason a person fails in life is their inability to close others on providing resources, energy, money, support or whatever it is they need in order to achieve what it is they want. Below I outlined the main points that I took from this book.

Grant Cardone: Closer's Survival Guide Summary ...

The Closer's Survival Guide Grant Cardone Every single business on the planet that makes or generates a product wishes to sell it . Now, what do you assume costs much more for that company?

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