



76 Cash Making, Deal Saving Closes: A Guide to Selling Cars, Extended Warranties and Service Contracts (Paperback)

By Joe Sabatini

Skillbites LLC, United States, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. This book is written for people working in car sales, but not only for them. Anyone in sales can benefit from learning the sales techniques that author Joe Sabatini explains for how to sell cars, warranties and protection packages. The author shares his knowledge, insight and personal experiences as a successful car salesman and successful finance and insurance manager so you can learn from him and take your sales career to the next level. In the eight chapters of this book you will learn how to motivate yourself to fully engage with every customer and create your own opportunities for success. When you really listen and hear what your customers have to say, you will create a bond with them that will build the rapport and trust with them that is critical to close your sale. Where the book really delivers is with the chapters on the 76 Closes. In the introduction, the author advises that if you don t have time to read this book in its entirety, you can skip to this chapter on sales closing techniques, and still...

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