



# Closing a Sale In a Day For Dummies

*Tom Hopkins*

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# Closing a Sale In a Day For Dummies

*Tom Hopkins*

**Closing a Sale In a Day For Dummies** Tom Hopkins

**Get the know-how to close a deal and make your quota—in a day!**

*Closing a Sale In A Day For Dummies* outlines the anatomy of a sales closing, offers strategies for asking the right questions, and gives you invaluable tips for overcoming tough customers.

- The anatomy of a close
- Questioning and listening strategies
- No frills closing techniques
- Overcoming tough customers

This e-book also links to an online component at [dummies.com](http://dummies.com) that extends the topic into step-by-step tutorials and other "beyond the book" content.

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