



## **Sell it Today, Sell it Now**

*Tom Hopkins*

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# Sell it Today, Sell it Now

*Tom Hopkins*

**Sell it Today, Sell it Now** Tom Hopkins

Have you discovered the power of the one-call close? ***Sell it Today, Sell it Now*** by sales champion, Tom Hopkins, is your ultimate reference guide to planning and perfecting the art of one-call closing. Whether you are an established sales professional with a long track record of achievement or a newcomer yet to make that first sale, you will learn why hundreds of thousands of salespeople use this book as a resource for new techniques and surprising insights.

You will discover how easy it is to:

- Employ the 15 keys of overcoming objections
- Overcome your fear of closing
- Manage the 4 concepts that control all sales
- Let your customers answer their own objections
- Master the art of the one-call close

Once you get a taste of this easy-going, soft-selling, results-only-system, you'll absolutely love it and never want to sell any other way. This step-by-step sales training book holds the key to your successful sales career.

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