



# **The Very Little but Very Powerful Book on Closing: Ask the Right Questions, Transfer the Value, Create the Urgency, and Win the Sale**

*Jeffrey Gitomer*

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**A leading authority on sales and customer service reveals how to close the deal on your terms.**

This powerful book shows you new perspectives on closing that builds relationships, creates partnerships, and allows you to win your price on your terms.

*The Very Little But Very Powerful Book on Closing* is a great tool to help you ask effective closing questions, create urgency, and find your winning formula. With this book as your guide, you'll master closing the sale in just five steps.

- Packed with insights grounded in real world experience from the bestselling author of *The Sales Bible* and *The Little Book of Leadership*
- Contains essential advice from the leading authority in sales and customer service
- Teaches you how to ask the right questions to close the sale

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