

# ABC, Always Be Closing (Art Of Timeshare Sales Book 1) [Kindle Edition] By Tom Caprio

By Tom Caprio

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especially when it comes to closing a All are evidence that this prospect has actually demonstrated the ability and history of closing. I always tell

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This sales training acronym is considered the Hierarchy of Effects , ABC: Always Be Closing. Self explanatory. AFTO: Ask For The Order;