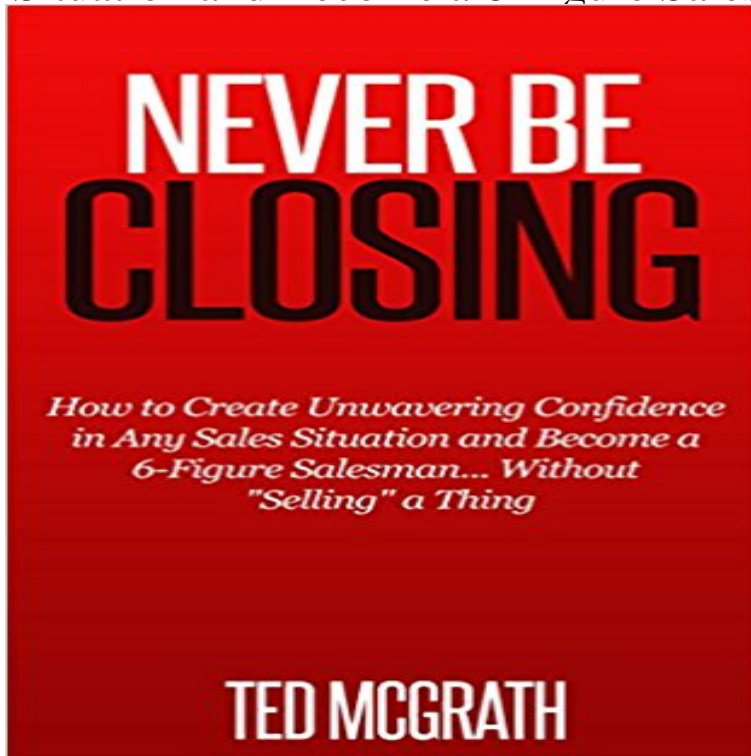


Never Be Closing: How to Create Unwavering Confidence in Any Sales Situation and Become a 6-Figure Salesman... Without Selling a Thing.



This book shocked me! I have been in sales/entrepreneurship for the last 25 Years. I was the Managing Partner for the #1 Life Insurance Company in the world for 20 years. The techniques in this book will revolutionize the sales industry and will completely transform your business. Ted will teach you how to drastically increase your sales, without closing your customer. Clients don't want to be closed. This is the best book on sales I have ever read. Moe Abdou - Author of Elevate The one thing that EVERY business needs immediately, consistently and predictably is sales. Ted is a master at conveying the often overlooked reality that sales and relationships are synonymous. His approach is genuine, logical and inspiring. Ted's methods make it unavoidably clear to the student that all aspects of your life and your customer's life are governed by a set of rules/beliefs. When you understand the rules of the game, then you understand your customer. This is the key to your success and Ted nails it spot on. Kirk R. Parsley, M.D. - Entrepreneur, Navy SEAL & Navy Physician Have you ever felt uncertain about your next step, like you are at a major crossroad in your life and no direction feels clear? Well, you are in the right place at the right time if you have Ted McGrath's book in your hand! Ted will compassionately walk you through unique processes, including the termination of your specific needs, that will awaken you to the You that has been screaming to be expressed so that you can live your life fully, purposefully and passionately!

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