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Secrets of a master closer: True salesmanship follows very specific laws, has very specific steps and stages, and leaves a customer feeling happy and helped. It's honest, respectful, enlightening, friendly, and done with real care. It's the type of selling that wins you not only customers, but fans. Not coincidentally, this is the type of selling that truly great sales closers have mastered.

**Secrets of a Master Closer - by Mike Kaplan - The Manly**

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Mike Kaplan is a best selling author and successful entrepreneur. He has built 3 multimillion dollar sales companies with his proprietary sales training system as well as having trained thousands of salespeople. His on-line course, Secrets of a Master Closer is being used by individuals and entire sales teams to make professional closers.

**Sales Training: Secrets of a Master Closer - Part 1 |  
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The secrets of making “multiple passes” to achieve the maximum profit, while maintaining guaranteed customer satisfaction are revealed in detail. The author is a Master Closer with 30 years of perfecting these techniques with some of the largest dealerships and auto groups in the country.

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My single page reference chart that summarizes the 8 steps of the Road Map from my book, Secrets of a Master Closer.

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### **Secrets of a Master Closer Quotes by Mike Kaplan**

Reviewed in the United States on November 23, 2013. Verified Purchase. Mike Kaplan cuts to the chase quickly and keep it relevant in his book "Secrets of a Master Closer". He presents information in an organized and logical manner which makes it very easy to grasp and retain.

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salespeople, this chapter alone could double your sales. Learn how to smoothly create an abundance of closing opportunities, and know when to act on them and close. This is the hallmark of every master closer. Learn it, use it, and profit.

### **Secrets of a Master Closer: A Simpler, Easier, And Faster**

...

The secret to being a master angler is knowing how to read water. Knowing how to cast and how to tie knots are tactical elements, as are knowing what lure to use when and where.

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