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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.

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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.

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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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Our on-line training course is a comprised of my recorded video seminar and my best-selling book, "Secrets of a Master Closer". A student alternately watches a lesson from my seminar and then reads the corresponding chapter from my book. These two mediums reinforce each other for maximum comprehension.

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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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