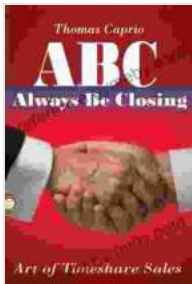


ABC Always Be Closing: The Art of Timeshare Sales

Timeshare sales is a challenging but rewarding career. If you're looking to increase your commissions and close more deals, then you need to learn the art of ABC (Always Be Closing).



ABC, Always Be Closing (Art of Timeshare Sales Book

1) by Alex Virelles

★★★★☆ 4 out of 5

Language : English
File size : 513 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting: Enabled
Word Wise : Enabled
Print length : 270 pages



ABC is a sales technique that was developed by legendary salesman Zig Ziglar. It's based on the idea that you should always be trying to close the deal, no matter what stage of the sales process you're in.

In this guide, we'll teach you everything you need to know about ABC, including:

- The four steps of ABC
- How to overcome objections

- How to close the deal

The Four Steps of ABC

The four steps of ABC are:

1. **Ask for the Free Download.** This is the most important step of ABC. You can't close the deal if you don't ask for it.
2. **Be prepared to handle objections.** Objections are a natural part of the sales process. The key is to be prepared to handle them.
3. **Close the deal.** Once you've overcome the objections, it's time to close the deal.
4. **Always be closing.** ABC is a continuous process. You should always be looking for opportunities to close the deal.

How to Overcome Objections

Objections are a common part of the sales process. The key is to be prepared to handle them. Some common objections include:

- "I can't afford it."
- "I need to think about it."
- "I'm not interested."

There are a number of ways to overcome objections. Some of the most effective techniques include:

- **Listen to the objection.** Don't interrupt the customer when they're raising an objection. Instead, listen to what they have to say.

- **Acknowledge the objection.** Once you've listened to the objection, acknowledge it. This shows the customer that you're listening to them and that you understand their concerns.
- **Handle the objection.** Once you've acknowledged the objection, it's time to handle it. This can be done by providing information, offering a solution, or reframing the objection.

How to Close the Deal

Once you've overcome the objections, it's time to close the deal. There are a number of ways to close the deal, including:

- **The hard close.** This is a direct approach where you ask the customer to make a decision right now.
- **The soft close.** This is a more indirect approach where you give the customer time to think about it.
- **The trial close.** This is a way to test the waters and see if the customer is ready to buy.

The best way to close the deal will vary depending on the situation. However, the key is to be confident and to believe in your product or service.

Always Be Closing

ABC is a continuous process. You should always be looking for opportunities to close the deal. This means being proactive and taking the initiative. It also means being persistent and never giving up.

If you follow the principles of ABC, you can increase your commissions and close more deals. So what are you waiting for? Start ABC today!

Timeshare sales is a challenging but rewarding career. If you're looking to increase your commissions and close more deals, then you need to learn the art of ABC. This comprehensive guide has taught you everything you need to know about ABC, including the four steps of ABC, how to overcome objections, how to close the deal, and how to always be closing.

So what are you waiting for? Start ABC today and start closing more deals!



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