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The Lost Art of Closing -

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In The Lost Art of Closing, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you’ve set it up properly with other commitments that have to happen long before the close. The key is to lead customers through a series

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doubtful, and the painting is still lost.

The Concert | Johannes Vermeer.

Painted by Johannes Vermeer in 1664  
and depicting an ambient scene of a

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man and two women performing  
music, The Concert was part of a large  
art heist that took place in 1990 at the  
Isabella Stewart Gardner Museum. In  
March of that year, a group of thieves  
entered the museum dress

The 10 Most-Wanted Missing

*Page 27/43*

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Paintings In The World

The Lost Art of Closing by Anthony Iannarinov. FOREWORD BY BRENT ADAMSON AND NICHOLAS TOMAN.

Customers fall into endless learning loops, where each piece of additional information raises new questions requiring still more research. This is

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The Lost Art of Closing, with Anthony

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Tannarino, Episode #32

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close. At the same time, it's a

Thursday at 5:30 and someone else is  
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