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SECRETS OF CLOSING THE SALE ZIG
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12 But the obligation of the trial lawyer, and
the ultimate persuasiveness of your closing
argument, is bigger than mere pre-trial
investigation and preparation., Closing is a
sales term which refers to the process of
making a sale. The sales sense springs from
real estate, where closing is the final step of
a transaction. In sales, it is used more
generally to mean achievement of the
desired outcome, which may be an exchange
of money or acquiring a
signature.Salespeople are often taught to
think of targets not as strangers, but rather
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crime television series on the Investigation
Discovery Network. The program is different
from other true-crime series because the
murders are portrayed from the omniscient
point-of-view of the victim using "fictionalized
dialogue". While the all-seeing narrator
knows who was responsible, the series
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