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summarized the “perfect close” concept: Intent matters more than technique. Warmth is judged before competence.

Don't be aggressive, pushy, slimy, and unethical. Don't try to sell prospects on features and benefits. Don't give the prospect control of the sales conversation. Don't be scared to ask for BIG money. Do the opposite of these things, and you'll close more deals in less time with less effort.

The demonstrations began soon after the national government's order to close restaurants, bars, gyms and cinemas came into effect at 18:00 local time. Share this story About sharing.

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