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Zig Ziglar died today at age 86. A World War II veteran, Zig Ziglar became the top sales person in several organizations before striking out on his own as a motivational speaker and trainer.

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Secrets of Closing the Sale Summary Zig Ziglar FREE

Zig Ziglar's theory of sale places the client's needs on a pedestal meaning it represents the key point to which the seller should orient itself. I think every salesperson and maybe even every entrepreneur has read at least one book written by Zig Ziglar.

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