



# **The Value of Voice Inflection When It Comes to Sales and Closing Techniques**

by  
Zig Ziglar

## **Short Description of the Presentation:**

To quote the master of sales and motivation, Zig Ziglar, “The most important area of sales training is in the use of your voice.” This presentation will cover the value of voice inflection during the sales and closing process.

**Most Important Sales Tool Is a Recording Device**

**Why Our Recorded Voice Sounds Different Than What We Expect**

**Things You Will Find Out by Recording Your Presentation**

**Questions to Ask Yourself After Listening to Your Presentation**

**Voice Inflection Tips**

**Handling Price Objections**

**Value of Taking Notes**

**Price vs. Cost**

**Using Stories to Close the Sale**

**Multiple Closing Techniques**