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author educates the reader in various ways of closing deals. Deals covered include material items such as electronics, cars, software and toys. These same techniques can be used for non-material deals such as apartment leases, real estate, various negotiations, and even non-profit organizations attempting to fund raise.

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Here is a quick  
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image of book The  
Closer's Survival  
Guide: Over 100 ways  
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learning to close. As he puts it, the only real reason a person fails in life is their inability to close others on providing resources, energy, money, support or whatever it is they need in order to achieve what it is they want. Below I outlined the main points that I took from this book.

**Grant Cardone:  
Closer's Survival  
Guide Summary ...**

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## **The Closer's Survival Guide - Book Summary - Roman Timochenko**

The goal of a close is to win, a win is where both parties leave happy with the result.

Learn to close, or continue to lose.

"Whenever you aren't getting "yes's,"

understand that is simply a shortage of knowledge, wrong knowledge or a misapplication of

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knowledge. And that can only be corrected by getting knowledge".

## **The Closer's Survival Guide by Grant Cardone**

The Closer's Survival Guide is perfect for sales people, negotiators, deal makers and mediators but also critically important for dreamers, investors, inventors, buyers, brokers,



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