

Corporate Deal-Maker Larry Morgan announces New Book: 'The Closer' featuring High-Powered Sales Success Secrets

Sales Legend Larry Morgan announces New Self-Help Memoir "The Closer" that provides a Masterclass in Persuasion and Professional Growth

JACKSON HOLE, WY, UNITED STATES, May 20, 2025 /EINPresswire.com/ -- Corporate Deal-Maker, Top Real Estate Sales Producer and Author [Larry Morgan](#) launches a new self-help memoir: "[The Closer](#): An inside look at the world of High-Powered Sales, Big Money and Big Egos" (May 20, 2025). To help sales professionals, aspiring salespeople, and anyone who wants to learn how to master the art of persuasion, Morgan provides a candid look at his proven closing strategies, along with invaluable lessons in resilience and strategic thinking.



Author Larry Morgan (aka "The Closer") emphasizes, "'The Closer' is written in plain English. I didn't use fancy words in the book because I didn't use fancy words to close deals. The advice I give is based on real life experience, not theory. This isn't just a 'how to do it' book, it's a 'how I did it book'. In short, our book will teach you the techniques that I used as a salesman to make a million bucks a year."

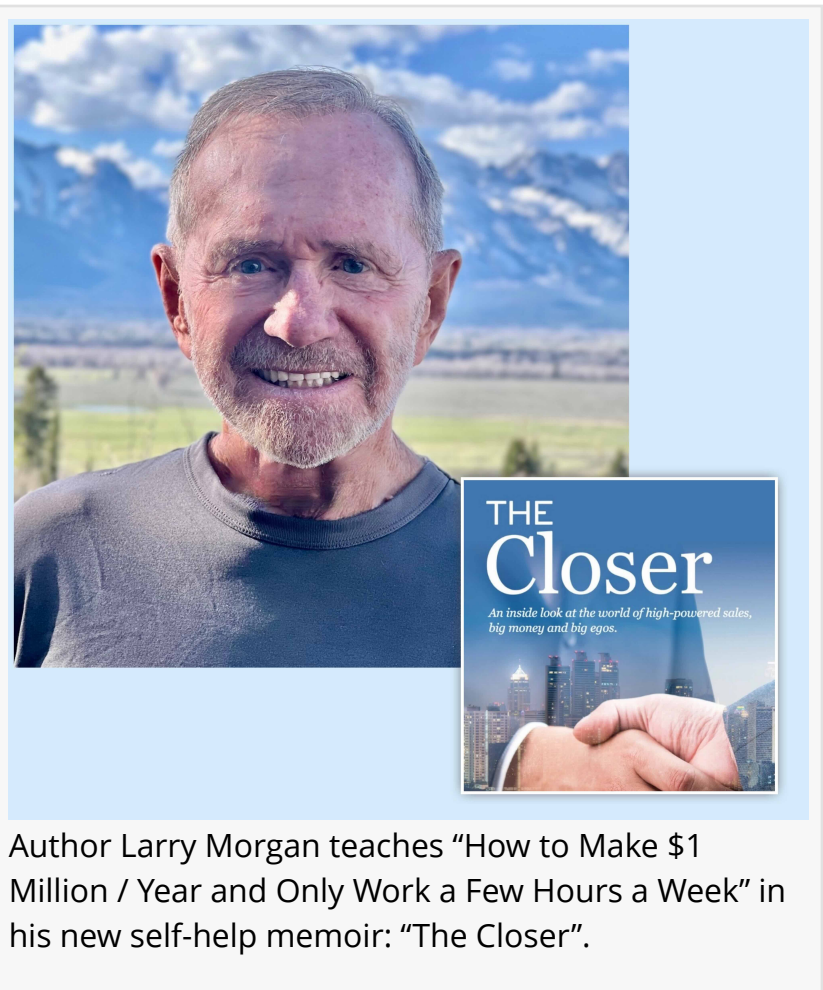
This new memoir is a "sales training by storytelling" book that is the opposite of a textbook. "The Closer" takes readers on an exhilarating high-powered sales journey, along with emphasizing the importance of personal development and work-life balance.

As an entertaining page-turner, "The Closer" is filled with 40 short chapters (5-8 pages each), real-life characters, proven sales strategies, tips for overcoming setbacks, and cliffhangers.

Readers will also meet colorful characters, including Morgan's Attorney "Dudley Do-Right", who saved the day, a few times.

In this engaging read, Morgan chronicles his legendary sales career from the early days as a small-town salesman to being a corporate deal-maker today. After being the youngest and most successful door-to-door salesman for World Book Encyclopedia at age 17 in Iowa, Morgan became the top land salesman at Tahoe Donner, and later co-pioneered one of Hawaii's earliest and most lucrative timeshare ventures on the Big Island.

Along with a brief retirement in Salt Lake City, the author goes on global travels, skis powder-filled slopes, and is now a Corporate Deal-Maker in Jackson Hole, who has closed 100+ Mergers and Acquisitions. Morgan explains how he used the same sales strategies that he learned early in his career to close these high-powered deals – and is still doing corporate deals today.



Author Larry Morgan teaches "How to Make \$1 Million / Year and Only Work a Few Hours a Week" in his new self-help memoir: "The Closer".

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*Larry Morgan, Author and
Corporate Deal-Maker*

"The Closer" book educates readers on [sales success secrets](#) and practical advice tips, including:

1. How to Make \$1 Million / Year and Only Work a Few Hours a Week.
2. How to Quit your Office Cubicle, and make More Money than the CEO.
3. The Closer's 4 proven Sales Strategies for closing deals.
4. Why Every Sales Professional needs to Hire a Dudley Do-Right.
5. How to Manage the delicate Work-Life Balance while working in High-Powered Sales.
6. How to Leverage the Power of Referrals to Maximize

Sales Results.

7. How to Recognize the Color of Money.

Morgan's favorite quote is: "Nothing happens until somebody sells something", which is

mentioned throughout "The Closer" to emphasize the importance of sales on everyone's lives. This famous quote has been attributed to Thomas Watson (Founder of IBM), Peter Drucker (Author and Management Consultant), Mary Kay Ash (Mary K Cosmetics) and Arthur "Red" Motley.

"The Closer" is a book that will not only help readers become top salespeople, it will also challenge everyone to reflect on their own career paths while moving forward.

THE CLOSER BOOK WEBSITE

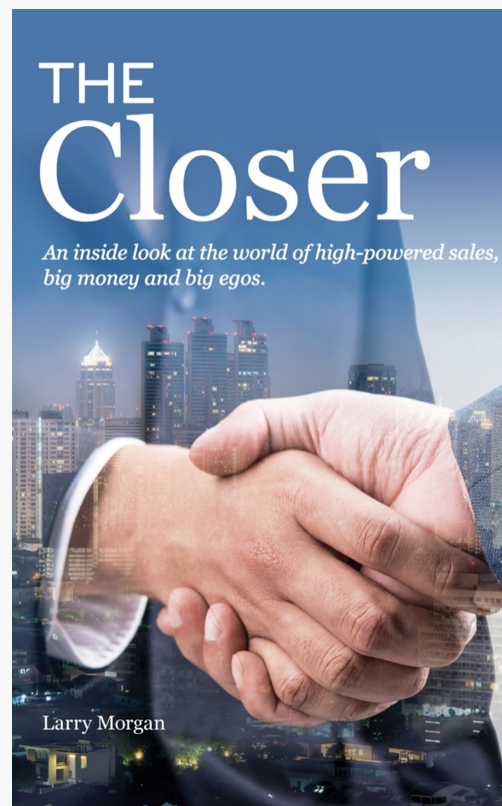
<https://thecloserbook.net>

WHERE TO BUY THE BOOK

"The Closer: An inside look at the world of High-Powered Sales, Big Money and Big Egos"

<https://www.amazon.com/dp/B0F71C91N1>

ABOUT THE AUTHOR: LARRY MORGAN (Jackson Hole, Wyoming and Naples, Florida) is a Corporate Deal-Maker, Top Real Estate Sales Producer, U.S. Marine Corps Veteran, Mountain State Acquisitions, LLC Founder and Author of "The Closer: An inside look at the world of high-powered sales, big money and big egos" (May 20, 2025). After earning a PhD from Saint Louis University and teaching at two universities - destiny had other plans. Known as "The Closer", Larry dominated the competitive world of recreational real estate for decades after escaping an office cubicle in San Diego. Larry is publishing "The Closer"



"The Closer" is a "sales training by storytelling" book that is the opposite of a textbook by Corporate Deal-Maker and Top Real Estate Sales Producer Larry Morgan.



Based on real-life experiences, "The Closer" Author Larry Morgan explains "How to Quit your Office Cubicle, and make More Money than the CEO".

as a self-help memoir to teach others how to sell anything using his closing techniques and perfecting the art of persuasion. His book takes readers on an entertaining and educational sales success journey with 40 short chapters, real-life characters, setbacks and cliffhangers that make it a page-turner. Larry's new book teaches how to make \$1 Million per year while only working a few hours a week. Today, with 100+ corporate Merger and Acquisition transactions, Larry continues to thrive at the intersection of strategy and adventure. <https://thecloserbook.net/>

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Larry Morgan teaches "How to manage the delicate Work-Life Balance while working in High-Powered Sales" in "The Closer" book.

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