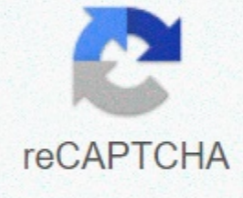




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## The closer's survival guide pdf free

I was listening to an audiobook... You can skip the first 50 chapters or so, the closes are pretty solid. It's nice to be able to try them in most situations. I just found out I don't agree with a few things. Great to have if you're trying to pull yourself off the rut. PRAISE FOR Closers Survival Guide He did it again! This book is an encyclopedia of information that allows you to close any situation, handle any objections and negotiate like a pro. Ron Palmer, DCH Group Grant focuses on real-world sales. Many people giving sales advice have never sold anything in their lives. Grant's techniques were created in the real world and worked in the real world. It's the best closing reference book you'll ever see. Duncan Scarry, Moore & Scarry Advertising This is your 'Bible' for closing and negotiating. No salesman should be without her! John Kostokos, professional salesman Grant Cardone will show you how to turn prospects and opportunities into shops and money. Mimi Starrett, a 20 Year Veteran luxury home sales in Beverly Hills World is full of sellers, but what's short on is professional doorers. This book will make you a pro. Michelle Seward, CEO of Protégé Financial In my 20 years in business, there's been no one close to Grant Cardon, don't just buy a book, buy it for all your sellers like me! Mark Hoch, sales director Don't be let it get you into thinking you're a salesman if you're not closer. Sales without closure are not sold at all. It's like being married without a husband... Impossible! C.P. CEO, Elan Vital LLC The information in this book is the strongest and most effective I have ever used! Steve Zakar, Retired Marine & Professional Sales Person Information in the Narrower Survival Wizard can be applied to any type of sales position. Get it, read it, learn and you will prosper from it. John Hamlin, CEO of Hamlin and Assoc. Learn from the best! This book is a manual that you can use in any situation of your life to get YES instead of no. You will wait for the objections of your prospect, because you will know how to use them to close the deal! Frederique Carillo, Enagic Independent Distributor This is a must-have for sellers. Most retailers do a great job selling the product, then it falls apart in fear of closing the store. This book is an absolute guide to remove all concerns and build the confidence needed to blow away competition. Rob Rodgers, CEO I started studying Grant's closes as an astronomer would study the stars and 'Closing' became the easiest part of the sale. Today I am thanks to the information in this book at the top of 1% of all sellers worldwide. Carlos Panthera, Professional Closer This is the strongest information I negotiations and the conclusion of the sale. Eric Parmater, inventor of Wickler After Learning Grant closes my income doubled. Ed Doyle, Senior Account Manager This book is your chance to learn the art of closure from Master Grant Cardone. Rhett Bullen, entrepreneur Grant Cardone wrote a masterpiece about the art of closing the sale. This is a must read for anyone in any industry and any walking life. This book changed my ideas about the word 'sale' and sale forever! Robert Miner, Internet Development and Marketing Grant Cardone took the art of closing the deal to the same level that Tiger Woods took the game of golf. Grant, your final material, your advice, and life's inspirations have given me direction and purpose. Michelle Klaprat, Top Female Saleswoman, Gauthier Group This book is all you need to know to become real for closer. Brad Mugg, CEO, Norm Reeves Honda Don't try to compete without Grant Cardone's full arsenal of foreclosure technology! Information in just one of Grant's locks can be worth hundreds of thousands of dollars to you. Warren Haynes, entrepreneur I make more money than I've ever made in my life. Derek Trammell, Sales Coach Grant will teach you how to close and sell so you can sleep at night. He is a master of the near and will teach you things that will last for years and years. His books are lifelong breeders, not fads of the month. Brad Haag, founder of The Hague Investment Group I was so impressed with Grant's book that I immediately bought 45 copies and sent one to each of my clients. John W. Elliott, Founder, Power PR, Inc. How to lock someone up, anytime, in any situation. + Over 100 Ways to Ink Solutions Copyright © 2009 Grant Cardone Library & Cardone Enterprises. All rights reserved. Except as permitted under the U.S. Copyright Act of 1976, no part of this publication may be reproduced, distributed or transmitted in any form or by any means, or stored in a database search system without the prior written consent of the publisher. Published by Card1 Publications, Inc. 9229 West Sunset Blvd. #825 Los Angeles, CA 90069 800-368-5771 Visit our website at www.GrantCardone.com Cover Design & Book Layout: Justin A. LeVrier Printed in the United States First Edition Printed: 2009 Second Edition Printed Edition: 2011 Card1 Publications, Inc. is a division of Cardone Enterprises ISBN 978-1-60743-109-1 (first edition) ISBN 978-0-615-56030-4 (second edition) Any unauthorized copying, translation, duplication, import or distribution, in whole or in part, by any means, including electronic copying, storage or transmission, is a violation of applicable law. The second edition of Learn to Close, and you will never be out of money. — Cardone CONTENT ix Introduction Chapter 1 The objective of this book chapter 2 Game Over is To Close Chapter 3 Critical Exchange Point 10 Chapter 4 Creating an Economy 16 Chapter 5 Objective Narrower 24 Chapter 6 Ability Determines Stability 34 Chapter 7 Science of Closure 43 Chapter 438 Make-Break Point 52 Chapter 9 Ten Reasons Closers Fail 59 Chapter 10 Rules 74 Chapter 11 Closes 1 7 91 Index Closes 348 Glossary 358 O Author 379 vii INTRODUCTION Closes , is the final step in pursuit of any goal. This thing called closure is not just something that sellers do, but something that applies to every person. Nothing will really happen until you are able to summon the support, energy and resources of others. As cruel as it may seem close is what separates those who have from those who do not. This critical and vital ability is what distinguishes a dreamer from an exceptional individual who makes dreams come true. The world is full of people who have big dreams about new products or ideas that will change the world, but it will never become a reality just because the dreamer couldn't close others to support his dream. The world is rich with big ideas and big dreams and short on people who can close others to finance, support and get behind them! It's the ability to close that makes a difference more than any other skill you learn in life! You may think this is an exaggeration, but the only reason you know the names of people like: Christopher Columbus, Ben Franklin, Abraham Lincoln, Thomas Edison, Henry Ford, John Kennedy, Martin Luther King, Walt Disney, Mother Teresa, Bill Gates, Steve Jobs, Colonel Sanders, Oprah Winfrey and Barack Obama are is INTRODUCTION because they were able to close others on their ideas. They were able to instill support in others so that they could get their ideas backed by money, energy and effort. The art of closing is not limited to sellers. It is a necessary skill for anyone who wants to move their ideas, dreams, products and services to market. Closure is vital for anyone who wants a job or a raise. Closure is what it takes to insure what you want in life, both professionally and personally. There is no cost to individuals or companies greater than the inability to close others on their products, services, ideas and dreams! Failure to make a deal exhausts an individual's faith and self-confidence. He becomes visibly demoralized and begins to give up his task, with attention stuck to losses and failures rather than the trust and competence that comes from closure. Failure to close has devastating effects on individuals and societies, as it encourages uncertainty, uncertainty, doubt, fear, loss of hope, and ultimately lost opportunities. Losses, due to the inability to connect up close costs are calculated not only financially, but also emotionally. The inability to conclude, to complete a deal, to gain support is the destruction of individuals, companies and entire industries. Companies are failing because they are unable to finance themselves and the inability to close new deals, not because of a lack of money. Loaded with over 100 powerful closes, this book is x INTRODUCTION a fresh new look at closure. This information has been tested and tested over years of extensive research, and has been successfully used by hundreds of thousands of people, including: vendors, negotiators, brokers, deal makers, lawyers, entrepreneurs, CEOs, s, insurance agents, bankers, real estate agents, financial planners, MLM distributors, actors, directors, producers, spouses, students, buyers, politicians, and even hourly workers who want to take their jobs or get an increase. This book will teach you how to close others on it by telling you what you need to get your ideas, dreams, products or services on the market. It's my guarantee that this will be the most effective book you've ever read on the subject of closure. It will take you to a very small, revered club of exceptional individuals who have one thing in common: the ability to make a deal and make any dream or idea a reality! xi The goal of this Book T is the goal of this book T is for you to become a master in the art of negotiation and entering into transactions of any kind! The Closers Survival Guide will provide you with previously missing information about this critical, untapped skill and allow you to get what it is you want in life. This skill called close separates those who have, from those who do not. Those who do not become this skill will never have abundance in their lives. The close is when a person is able to reap the rewards for his previous hard work. Life is about negotiation, and this guide will show you how to get your way to the meeting room, meeting table, and even at home! You will learn how to make logical sense of every situation you encounter in any type of negotiation. There will be people who read this book who may have previously doubted their ability to negotiate and close, who will use this information and then go on to close the hundreds of millions of dollars business making millions of dollars for themselves. Some will use it to get a company funded and to make their dreams come true. I hope you are one of the people who are smart enough to actually use this information, and I look forward to hearing from you. Write to me with the results [email protected] 1 2 CLOSING SURVIVAL GUIDE Going to be introduced arsenal of closing techniques so powerful, so efficient and so abundant that you will be catapulted to a new level of trust and new levels of income. These are not only great demands, but my personal those who take this book and dedicate their knowledge of the information among its envelopes. I will introduce you to new ways close that you have never been made an insider, ways to close that have been shown to work more often than not, and have already changed the lives of thousands of people! While many books claim the new material information provided in this book is new, it's logical, it's ethical, it's fresh and gets you a business that you haven't managed to get in the past. This information will earn the respect of your buyers and will no longer be shared with you as it has been in the past. And believe me here, they were on hand with you just because your skills were not complete and your arsenal of techniques too superficial. Respect, credibility and the ability to persist are crucial for close ness! Your prospects will no longer play with you when you know how to treat them with trust and logic. You will be able to control and predict their reactions, results and your intake. You get the respect of those you do business with, your company starts singing your praises and you become known in your field because others will hear about your success. You will become a different person as a result of studying this book, growing new confidence in your ability to take care of yourself, your family and the goal of this book 3 to finally make your dreams come true. HOW TO USE THIS BOOK The best way to use this book is to read it in its entirety and then immediately start listening to the audio version. In the audio version you will hear me work out on each of the closes in more detail, and give more examples of what you will experience as a result. They say that repetition is the mother of all teachings, so I would strongly suggest that you listen to the conclusions on your way to work every day for thirty days. This repetition will be the most effective way to become natural with the delivery of information. After you listen to the entire audio version at least ten times, I guarantee you will become natural when using each of the powerful closes. Keep this book as a tutorial or operating manual with you so you can continue to refer to it throughout the day. In the first 30 days, I want you to record every objection, stand, and complaint you encounter. This simple step will magically cause you to be even better prepared for every meeting that follows. Don't just read this book – keep it, refer to it, use it and make it your own survival guide. You will see that the book is basically divided into two parts. The first half of the book is on the theory of closure and the rest is a compilation of different closes. You will see on the opposite side of each closure, two parts where you will write down how you will use close 4 SURVIVAL GUIDE closures specific to you are selling and also what objections you may receive as a result of using this particular close. It is vital that you do these exercises as it will be your first application that close. Take the time to match close to fit the product, service, concept or idea you represent. No matter how simple you think close it may be, take the time to complete the workout. Even if you think a particular close may not match your style, or it may not match what you're selling, take the time to write down how you might use it if you chose. Then I ask you to write down the objections you may receive as a result of using a loved one. Write down what you might expect your prospects would say or do, and then what close you would move like a counter. Until you are able to quickly predict the counter and your answer, you will need to continue working with this book. My intention is to bring you expert closer! As an example, there is a fantastic close called Name/Registration Close and it goes like this: Whose name will we register your new X in... Your name, your husband's name, or both? This is one of the group's assumption closes because it assumes that your prospects will take ownership of what you are selling, and you are using the paperwork part of your transaction in order to create an opportunity to close and complete the trade. Put it in your own words, and then fill out the next exercise. For example, the objection you might get with this book 5 is: We need some time to think. So where do you go near? I know the right answer without thinking, and that's what I want for you! This is the purpose of these exercises - to be fully aware of each final option and your next action. If you sell a watch, you do not immediately see a point of a loved one like this, but you can easily transfer a loved one. In whose name can I break an invoice or register a guarantee on the watch - your name, your wife's name or both? Or, for example, if you sell something intangible, such as movie ideas, to rooms full of studio executives, you use a little more subtle on that close conclusion, but you could still use it this way: Which company will we use in contracts - Warner Brothers, Village Roadshow or both? The point is to use exercise so that you get involved in learning and not just waiting for the book to somehow cause that to change. The book will not make you change - only your involvement will change you. Start using information to read it, and it will prepare you for real world situations. Do not neglect this advice and do not be lazy about how to use this book. This book has already been tested on thousands of people. Those who did exercises and listened to audio got results more than twenty times those who had just read the book can actually be used. Don't just read close and skip doing exercises—it's important that you write how to apply it to your busi-6 closures survival guide ness so that you really start thinking and acting like closer! Remember your life, your work and your results depend on your ability to make a deal! THE END GAME IS CLOSE TO T he Closer Survival Guide is of course ideal for sellers, negotiators, deal makers and mediators, but also critically important for dreamers, investors, inventors, buyers, brokers, entrepreneurs, bankers, CEOs, politicians and anyone who wants to shut others down on the way they think and get what they want in life. This chapter is about the end of the game, that critical exchange point where negotiations with actionable agreements only close. Show me every very successful person, and I'll show you someone who has big dreams and who knows how to close! The end game is near. The world is littered with authorities of sellers who learned how to sell but failed miserably when it came time to actually close the sale! There's even more people, billions, who had big dreams just to make them because they couldn't convince (close) others to support them in make those dreams a reality. So the dream dies and is forgotten until someone later has the same dream, but is able to close others to support and accept and make it a reality. Who gets recognition, dreamer or closer? The only real reason a person fails in life is the inability to close others down on providing resources, energy, money, 7 8 closers survival guide support or whatever it is they need to achieve what they want! They say 20% of people sell 80% of products. If it is true, then only 20% of dreamers ever make their dreams come true. I don't know if it's factual statistics, but it certainly seems reasonable based on observations. I know for sure that 100% of people who make their dreams a reality know how to close others to their dream. They know how to get into the shops and how to convince others to support their way to making the dream come true. This thing called foreclosure is not limited to selling people, but affects anyone involved in contract negotiations, buying, selling, raising money or raising support for any cause, and is essential for an everyday person who just wants to make his life better. It is a misunderstanding of the mass share that closure is merely a skill of the seller. Christopher Columbus closed the Queen of Spain to finance her travels to the other side of the globe, and then he was recognized for the discovery of the New World. The inventor, Ben Franklin, shut down the world with electricity, and thanks to him, we have light. John Kennedy closed the U.S. population to the moon, so he picked up necessary to finance space travel. GAME OVER IS CLOSE 9 Martin Luther King, Jr. closed humanity in a very turbulent and suppressive era to the idea that all people should be treated equally, and he positively influenced the world. Bill Gates convinced and shut down the world about using computers as a daily practice, and that made him one of the richest men on the planet. Barack Obama closed down 60% of America's population when he voted for him as president. He had less than two years of political experience and no operational experience. During one of the worst economic periods in seventy years, he was able to raise more money than any other in the world's history. Closure is critical to achieving change. Closure is crucial for the delivery of production. Closure is crucial for survival and for things to happen. It is a pity that in today's culture this much-needed skill is socially tainted as something despicable and requires deception and manipulation. Films such as Glengarry Glen Ross and Boiler Room didn't help perceptions get closer; However, this book is about how to reach an agreement in an ethical, and professional way where everyone wins. Critical exchange point T, which the critical exchange point called closure, goes beyond persuasion, promotion and sale. Closure is a critical exchange point when a transfer occurs from one person to another. This is where you stop selling, get the buyer to take action, and exchange something they have for something you have. Close, as opposed to sales, is that the specific moment when you get an agreement, all parties act and things of value are exchanged. If there is no exchange and no action, then it is not close; and if there is no close (agreement), then there is no actual value exchanged. This single step is where you are; the seller, consultant, account executive, negotiator, mediator, middleman, broker (or as you call yourself) finally, and for the first time in the transaction, they become a real value and benefit to the other party. This may seem cruel, but even though you may have served — because you did not close and cause the exchange, you did not actually create value. Until there is a conclusion (agreement and exchange), there is no real value in what preceded it. NO CLOSE = NO EXCHANGE = NO REAL VALUE 10 Critical exchange point 11 A good example is the elaboration or exercise. Until you actually start getting in shape and receive the benefits of exercise, real elaboration is just something you had to do in order to eventually see the results from the workout (exchange). If you stop practicing before you get the results, was there really any value? Surely you can find some value in the first exercises, but that's not why you started exercising. Until you start losing weight or improve muscle tone, the actual value has been achieved; therefore, you have never received any exchange for your exercises. You stopped before you shut yourself down for getting exchange value exercises, and that's what most people do that causes their demise. They were sold for exercise, but failed to close down on improvement, change, the point at which value is taken. They'll finish before they make a deal, and they'll never get a trade. This single misunderstanding is the cause that the individual, society and dreamer doom. The inability to conclude a critical exchange point explains why the objectives are not achieved, the goals are not achieved and the dreams are not fulfilled. It has some dream, idea, invention or concept value if it never becomes a reality! EXCHANGE For all people, and especially for sellers, this exchange point is a new way to think about closure. I would ask you to start thinking that the exchange is actually a good value to describe this point called close. If 12 THE CLOSERS SURVIVAL GUIDE accepts this exchange point completely and without challenge, it will prove decisive for your future and will result in the closure of multiple trades and the life you wish. You don't create value by selling, promoting, or presenting, you only create value when you get an exchange. Don't underestimate the point I'm making here: the real value is created only when there is a real physical exchange between the two parties (they give you something and you give them something). Surely you can claim to be an asset in displaying your product, presenting your idea and enthusiasm. Of course there are points earned by being friendly, sharing information, being a service and make others feel good. The customer appreciates you for the information and for your services, but there must be an agreement on the transfer of resources and the measures taken between the two parties to ensure the actual value. If nothing really happens... then nothing really happened! This is a very important point for everyone, but especially sales people, negotiators, anyone who has a dream and anyone who is simply not going to get the results they desire in life. To create a value, you need to get an exchange. You want a raise? You're going to have to lock someone up to give you one. It's my experience that most people are confused and have faith that if they know their product, present professionally while acting enthusiastically, and are nice to the customer, then everything will be good. This is a fantasy critical exchange point 13 that creates average lives and leaves people at risk in the market to be replaced by those who know how to actually get their products, ideas and services exchanged for things of value. While previous characteristics are important, your prospects will rarely pay for any of them. It's not promotion, not persuasion, demonstration, not the exchange of information, not professionalism, or enthusiasm, but close, which is rewarded! Everything that preceded this thing called close, although necessary and vital, is not involved in a real exchange and has limited value. Therefore, no reward is made until this critical exchange point - close, occurs. I call it a critical exchange point, because there is a specific and finite point where the exchange is taken, and to the extent that you know how to conclude, you will survive in this world. SELL OR CLOSE? Don't get me wrong; while all the steps that precede the conclusion are vital and necessary, the most valuable step is when you get an exchange agreement between the two parties. They get what you can offer in return for something you want from them, and without it happening, everything else was just an exercise. People get freaked out about this point because they are mistakenly informed about the value close as a benefit to all parties, not just you, and because they are uneducated about how to get an exchange. Until they get what you have to offer in return for something you want from them, you have not done any of the 14 the CLOSERS SURVIVAL GUIDE interchangeable value. Take, for example, a presentation; you present all the features and benefits of your product or service, and you do so at an exceptional level. Can the prospect take that presentation and use it in life to benefit yourself in any tangible way? Probably not! If your prospects can do nothing about it, there has been no exchange. Now close the perspective of taking ownership of a product or service so that they can actually use what you presented and create value. Did Prospect learn anything from your presentation or the time you spent with him? Hopefully, The reality is that he could just stay home and read about it or research it on the Internet. The company could easily demonstrate its products and services using technology, and theoretically you wouldn't be needed at all. This is happening around the world - whole industries are pushing their product presentations on the internet in the hope of getting their products looked at. However, no matter how good the presentation is, the company will always need someone to close and get the exchange. Was he interested in the presentation you gave? You should impress him; but again, there is no real valuable exchange in impressing people if you don't close that person on your product, idea, or service. Until they become their own and use they cannot benefit from any value it has. Now, when you finally get behind the presentation and actually close the buyer, and he agrees to give you some- CRITICAL EXCHANGE POINT 15 in









condition, form or status to another. ORIGIN Middle English: from old French varier or Latin variare, from varius 'diverse'. VITAL — absolutely necessary or important; basic, ORI-GIN late middle English (describing the animation principle of living beings, also within meaning 2 ). Old French from Latin vitalis, from vita 'life.' VALUABLE - worth a lot of money very useful or important ORIGIN middle English : from old French, female glossary 377 past apír valoir 'worth it,' from the Latin valere. WAIT — stay where it is or put off the action until a certain period of time or until something else happens. ORIGIN Middle English : from an old French waiter, of Germanic origin; related to wake1. The first senses included [lying in waiting (for),] [closely watching,] and [being alert.] WIDE - including a large number of people or things. ORI- GIN Old English wīd [spacious, extensive,] wīde [on a large area,] of Germanic origin. ZERO BALANCE – with no remaining balance owed for the asset. 378 THE CLOSERS SURVIVAL GUIDE ABOUT THE AUTHOR Grant Cardone is an international sales expert, sales coach, motivational speaker and New York Times bestselling author. He is known for customizing sales programs for organizations of all sizes and has positively influenced hundreds of thousands of people and organizations around the world. Fortune 500 companies, entrepreneurs, non-profit organizations, and individuals use its techniques and systems to increase their efficiency and market value. is the star of the National Geographic Channel show, Turnaround King and is a regular contributor to Fox News, CNBC, MSNBC and CNN. He has been speaking to audiences around the world for more than twenty years for sales, success, finance, real estate, and motivation. His dynamic energy and his humorous and fast-paced delivery keep viewers entertained, intrigued, and engaged. Cardone is ceo of two educational and consulting companies and owns a real estate investment and development firm worth more than \$100 million in real estate. He has written three previous books that inspire those who want to succeed: The Closers Survival Guide (2009), If You're Not First, You're Last (2010) and The 10X Rule (2011). 379 380 About AUTHOR Continuing the tradition of bring innovative sales tools, technologies and solutions to life, he founded a state-of-the-art interactive virtual training center, www. CardoneUniversity.com and automotive specific www.CardoneOnDemand.com The author is also heavily involved in civil affairs and has won awards for his efforts from the U.S. Senate, U.S. Congress, Los Angeles County, U.S. Military and others. At MIT, Cardone addressed the Young Entrepreneurs Organization, with representatives from more than 15 countries present, the speech was broadcast live around the world. McNeese University honored Cardone as a distinguished graduate. He currently lives in Los Angeles with his wife, actress Elena Lyons, and their daughters. Daughters.

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