

Snap Selling Speed Up Sales And Win More Business With Today S Frazzled Customers

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faster sales pitches won't lead to faster sales the key to speeding up the sales process is to actually slow down and get in sync with your customer's buying process the biggest mistake salespeople make in their careers is equating a faster pitch with a faster close sales guru kevin davis shows you how to slow down and focus on the customer buying process so they can identify and quantify customers real needs and adapt their sales pitches accordingly in slow down sell faster you'll learn how to match your sales behaviors to your customers needs throughout the buying process get more appointments by using a problem focused approach combat your most lethal competitor customer complacency use probing questions to diagnose small problems that point to bigger needs master the complicated politics of complex sales overcome common selling dilemmas davis introduces a simple yet powerful method for buyer focused selling that is practical repeatable and easily customizable this buyer focused approach extends to proposals and presentations loyalty retention and of course cultivating more business packed with examples from the author's extensive experience and detailed research on customer buying patterns slow down sell faster offers an alternative to traditional selling that leads to increased sales and happier customers

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in this book i will show you simple and creative ways of looking at the sales process ideas supported by real life examples are shared on how to simplify the motivation and management of your sales team as many companies attempt to control a sales team i suggest ways to remove duties that inhibit the selling process we will review improvement techniques to strengthen relations and ultimately revenues from channels to market and customers the book lays out productivity measurements as well as a very successful and growth based compensation plan the real message in this book is the need to simplify the sales process open the door for more selling time which then is proven to increase sales revenues to beat the company plan year after year

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