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Control The
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Proactive Selling Control The Process

Thoroughly revised and
updated, the second
edition shows
salespeople how to: •
Qualify and disqualify

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prospects sooner to
focus on the most
promising accounts •
Examine buyers'
motivations from every
angle • Quantify the
value proposition early
• Double the number
of calls returned from
prospective ...

ProActive Selling: Control the Process--Win the Sale ...

There's nothing wrong
with the notion that

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you should see things from the prospect or customer point of view and that communication should be in their terms - or indeed that the process of selling should be controlled in an intelligent and proactive sense.

ProActive Selling: Control the Process -- Win the Sale ...

1. They think like a customer,
2. They are

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proactive and always think one step ahead, and therefore they pull to control the Buy/Sell process. 3. They have a natural curiosity.

They ask. Great salespeople do not have great answers . . . they have great questions. 4. They qualify from a buyer's ...

**ProActive Selling:
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Proactive Selling;
Control the Process -
Win the Sale by William
Miller Not all buyers
behave the same way
is the main idea behind
this book. Miller wants
the sales force to
understand that there
is no cookie cutter
pattern to achieving
great sales results
because buyers are
individuals and need to
be treated like
individual buyers.

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Proactive Selling: Control the Process -- Win the Sale by ...

ProActive Selling:
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by Miller, William Skip
[AMACOM, 2012]
(Paperback) 2nd
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by Miller, William Skip
[AMACOM, 2012]
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Edition [Paperback]

ProActive Selling: Control the Process--Win the Sale by ...

You'll learn to:

- Focus on how people buy, not on how you should sell.
- Create a powerful sales introduction on every sales call.
- Master the seven qualification questions.

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- Get rid of “maybes” from the sales funnel. •
- Speak the right language to the right level of buyer. •
- Increase your average ...

Amazon.com: ProActive Selling: Control the Process--Win ...

Many sales experts focus on a cookie-cutter sales "strategy," encouraging reps to push the customer

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through a pre-planned
sales

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process; an
approach that can
drive customers away.
With ProActive Selling,
reps have a wide
variety of flexible and
effective selling tactics
to choose from.

**Proactive selling:
control the process,
win the sale ...**

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Báo tài liệu vi phạm

ProActive Selling Control the Process— Win the Sale phần ...

Proactive control looks forward to problems that could reasonably occur and devises methods to prevent the problems. It cannot control unforeseen and unlikely incidents, such

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as "acts of God."

Concurrent control.

With concurrent control, monitoring takes place during the process or activity.

The Control Process | Principles of Management

"Many sales experts focus on a cookie-cutter sales

""strategy,""

encouraging reps to push the customer through a pre-planned

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sales process -- an approach that can drive customers away. With ProActive Selling, reps have a wide variety of flexible and effective selling tactics to choose from. This enables them to adapt and approach each sales call uniquely and keep the customer at the center of every sales presentation.

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Featuring dozens of enlightening examples

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ProActive Selling gives readers the tools to adapt their approach with the buyers in mind and maintain control at every stage of the sale. Author William Miller shows salespeople how to qualify and disqualify prospects sooner, shift their focus to the most promising accounts, examine buyers' motivations...

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True sales pros know they must tailor their methods to the buyer if they want to make their numbers every year. Featuring dozens of enlightening examples ProActive Selling gives readers the tools to adapt their approach with the buyers in mind and maintain control at every stage of the sale.

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True sales pros know they must tailor their methods to the buyer if they want to make their numbers every year. Featuring dozens of enlightening examples ProActive Selling gives readers the tools to adapt their approach with the buyers in mind and

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maintain control at every stage of the sale.

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When you take a more proactive approach, you are able to guide the pace of the sales process to better support your company's bottom line. You can also ensure you are working with the right decision

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maker who can move through the sales process with you, resulting in a win.

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