

*"If you want to earn the trust of your customers, I suggest you read this book."  
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# TRUST- BASED SELLING



Using Customer Focus and  
Collaboration to Build  
Long-Term Relationships

Charles H. Green

creator of the bestselling *The Trusted Advisor*

# Trust Based Selling

**Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker (Jr.), Michael R. Williams  
(Professor of marketing)**

## **Trust Based Selling:**

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strategy to win the hearts of their customers Power Base Rodney D Cotton Vice President Sales United States Baxter Healthcare Renal Division Jim Holden s book is for serious salespeople and executives who are focused on winning It provides insights techniques and everyday tools to reach the highest possible level of success The book is most insightful and is a required reading and work tool for enterprise salespeople and executives Grant Evans Vice President Sales and Marketing Identicator Technology The Holden Power Base Selling techniques have provided our sales teams with a common language from which to develop and plan strategies and tactics Colin Latham President and CEO MT T Canada Power Base Selling is essential The book is rich with lessons such as how to avoid being defeated by desperate end games and how to snatch various victories from the jaws of defeat The conclusion is a revealing self test Holden s principles are more applicable today than ever Glenn W Coleman President South Africa Branch Lockheed Martin Overseas Services Corporation

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