

Fundamentals of World Class Selling

HAVE A PLAN	GET UNCOMFORTABLE	THOROUGHLY QUALIFY	PLAN NEGOTIATIONS	FOCUS SALES RESOURCES
<ul style="list-style-type: none"> Focus not activity Develops discipline Guides behavior Helps prioritise Avoids irritation 	<ul style="list-style-type: none"> Increase participation rate New opportunities Existing customers Up-sell and cross-sell Strengthen relationships 	<ul style="list-style-type: none"> Understand business needs Recognise genuine opportunities It's okay to qualify out 	<ul style="list-style-type: none"> Maximise every opportunity Summarise objectives BATNA Identify tactics List concessions 	<ul style="list-style-type: none"> Task specialisation Create efficiencies Aligned to opportunity size Create more customer-facing time

World Class Selling

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