



SalesGame

A Guide to Selling Professional Services
Second Edition

J. Larry White

with Diane S. Brown and Tom Porter

The Salesgame A Guide To Selling Professional Ser

J. Larry White



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The Salesgame J. Larry White,2004 The SalesGame provides

professionals with a practical approach to improving business development performance This approach makes business development seem more like fun and less like work The goal of the SalesGame is to convert qualified leads into enthusiastic clients that generate rewards commensurate with the value received The book describes how to achieve this goal by Outlining the six distinct stages professionals can use to manage the business development process including creating and qualifying leads shaping the service dosing and assuring client satisfaction Providing a core communications tool The Ground Rule to connect with clients and prospects gather information define buying criteria and handle objections Describing a fundamental technique The Scorecard to qualify leads create value implement strategy and differentiate a service Presenting best practices and specific techniques for closing in every stage of the business development process Describing the most effective opening and questioning techniques and effective planning process If professionals want to improve their business development game be more efficient and effective have more fun and a better winning percentage they will find the SalesGame an invaluable resource

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