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*How to Stop Selling
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**The Only Proven Technique for Separating Prospective Clients From
Your Competitors and Winning New Business**

The Wedge How To Stop Selling And Start Winning

Randy Schwantz



The Wedge How To Stop Selling And Start Winning:

The Wedge Randy Schwantz, 1998 This is the only proven technique for separating prospective clients from your competitors and winning new business Presents and discusses the Wedge sales strategy which was developed by a winning sales consultant who has coached many hundreds of sales people The book concentrates on a four step process called Position Leverage Growth and Scoreboard Sales people must position their books of business for profitability and growth by over serving the top 20 percent of clients They must leverage satisfied customers to gain referral prospects They must accelerate sales growth by busting incumbent relationships And they must track sales growth through a formal scoreboard Written for individual sales persons by a well known sales consultant The Wedge discusses why traditional selling doesn't work what sales people need to know to win and the six steps of The Wedge sales process Includes actual scripting aids and practical situation specific winning sales examples How to Get Your Competition Fired (Without Saying Anything Bad About Them) Randy Schwantz, 2010-12-03 A six step plan for driving a wedge between the competition and the customer For sales people convincing a potential customer to choose them over the competition is no easy task and especially when the competition already has the account Finally How to Get Your Competition Fired shows readers a proven system for breaking the relationship between the competition and the customer Randy Schwantz's method The Wedge includes a six step plan that drives a wedge between the competition and the customer He shows how to reveal the competition's shortcomings without seeming to letting prospects decide independently to dump their current provider exclude other competitors and finally switch to the salesperson's product or service Offering real tactics not just theory this is the only sales strategy that really works to break the relationship between customers and the competition and bring in more business faster than ever Randy Schwantz Dallas TX is a leading authority and expert on the sales process A highly successful sales professional he is a nationally respected sales trainer author sales coach consultant and public speaker Randy is President and CEO of The Wedge Group whose clients include Fortune 500 companies as well as small businesses Taking Charge of Distribution Sales Gary T. Moore, 2010 **Truckers** Kim Smith, 2008 Market specific insurance and risk control information on Truckers This is part of the Target Market Series Includes print and online components Packaged as a book with accompanying online checklists This combined print online format provides easy to use material that can easily be taken into the field Includes information such as Industry background Market profile and key industry groups Underwriting concerns Coverage considerations Industry classification codes Applicable endorsements Glossary of common industry terms Risk control considerations Coverage checklists The Wedge for Financial Advisors Randy Schwantz, 2007 *All about Medicare* National Underwriter Company Staff, 2006 *2004 Social Security Manual* Joseph F. Stenken, 2004 **Field Guide to Estate Planning, Business Planning, and Employee Benefits** Donald F. Cady, 2006 *Tax Facts on Investments* National Underwriter Company Staff, 2005 **Fire, Casualty, and Surety Cancellation and Non-renewal Handbook**

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Whispering the Secrets of Language: An Psychological Journey through **The Wedge How To Stop Selling And Start Winning**

In a digitally-driven world wherever screens reign great and instant conversation drowns out the subtleties of language, the profound techniques and mental subtleties hidden within phrases often get unheard. However, nestled within the pages of **The Wedge How To Stop Selling And Start Winning** a fascinating literary treasure blinking with raw feelings, lies a fantastic quest waiting to be undertaken. Penned by an experienced wordsmith, this marvelous opus encourages viewers on an introspective trip, softly unraveling the veiled truths and profound influence resonating within the very material of each word. Within the mental depths of the emotional evaluation, we will embark upon a heartfelt exploration of the book is key themes, dissect their captivating publishing style, and succumb to the strong resonance it evokes serious within the recesses of readers hearts.

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