# Versatile Selling

Adapting your style so customers say "YES!"



- Determine your style
- Learn to read other people's styles
- Adapt your style to your customer's
- Make it comfortable for your customer to buy

**John Pearson** 

Versatile Selling Larry Wilson, Wilson Learning Library, 2003 Most people love to buy but they hate being sold to Salespeople who can read their customer's style and adapt to sell the way their customer wants to buy are proven to be more successful in today stough markets Based on The Versatile Salesperson program the skills in this book are used worldwide by Fortune 500 companies Wilson Learning is a global leader in human performance improvement solutions for Fortune 500 and emerging companies worldwide headquartered in Minneapolis MN and Tokyo Mastering the Management Buckets

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