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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

Foreword by
Larry Wilson

Versatile Selling Adapting Your Style So Customers Say Yes Wilson Learning Library

Michael Seilmaier



Versatile Selling Adapting Your Style So Customers Say Yes Wilson Learning Library:

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's tough 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 John Pearson, 2011-07-24 In the most practical humorous and fast moving chapters you've ever read on business and nonprofit leadership and management this in the trenches management expert presents his 20 Management Buckets System for understanding and organizing your important mission When you don't know what you don't know says John Pearson the Law of Unintended Consequences will derail you every time Based on Pearson's 48 hour Management Buckets Workshop Experience Mastering the Management Buckets offers detailed implementation tools including 99 practical takeaways that a leader could implement immediately plus nine management breakthrough strategies Learn how The People Bucket The Donor Bucket The Hoopla Bucket The Customer Bucket and others can make or break your organization For managers and leaders to use on their own in weekly staff meetings mentoring young leaders and managers and a host of other ways

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Buying Styles: Simple Lessons in Selling the Way Your Customers Buys Michael Wilkinson, Lynn Sokler, 2009-07 Most sales professionals spend all their time and energy trying to perfect their own style of selling Yet they fail to recognize

that buyers all have their own individual buying styles and when sellers learn how to adapt their own methods to best suit each buying style they can dramatically increase their success rate Presented as a learning adventure Buying Styles begins with a fictional situation in which a salesperson has just lost a major sale and decides to find out why Readers are then brought along on an interactive lesson that shows them how to recognize the four key buying styles understand what to do and not to do when selling to customers exhibiting each quickly spot the tell tale signs that they are using the wrong approach gain the confidence of prospects improve their relationships with existing clients develop a strategy for approaching new prospects increase their chances of closing each and every sale This quick and easy read packed with tips checklists and on the go references unveils powerful new insights for successfully selling to anyone

Social Style Sales Strategies, 1980 **Buying Styles** Michael Wilkinson, 2009 Most sales professionals spend all their time and energy trying to perfect their own style of selling Yet they fail to recognize that buyers all have their own individual buying styles and when sellers learn how to adapt their own methods to best suit each buying style they can dramatically increase their success rate Presented as a learning adventure Buying Styles begins with a fictional situation in which a salesperson has just lost a major sale and decides to find out why Readers are then brought along on an interactive lesson that shows them how to recognize the four key buying styles understand what to do and not to do when selling to customers exhibiting each quickly spot the tell tale signs that they are using the wrong approach gain the confidence of prospects improve their relationships with existing clients develop a strategy for approaching new prospects increase their chances of closing each and every sale This quick and easy read packed with tips checklists and on the go references unveils powerful new insights for successfully selling to anyone

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