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The Wedge How To Stop Selling And Start Winning

Clifford Lane



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The Wedge Randy Schwantz,1998 This is the only proven technique for separating prospective clients from your competitors and winning new business Presents and discussses 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 r 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

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