

Empowering **Sales**
through Visuals

Whiteboard **Selling**



Corey Sommers • David Jenkins

Whiteboard Selling Empowering Sales Through Visuals



Mark Edwards

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Whiteboard Selling Corey Sommers, David Jenkins, 2013-03-20 Create compelling whiteboard presentations to engage your customers and win their business Whiteboard Selling offers a step by step approach to transforming your message and selling style by using powerful visual stories that inspire and engage customers and prospects Free your sales force from relying on slides and other static sales tools during the sales process Whiteboard Selling offers practical guidance and skills to enable marketing and sales teams to quickly adopt visual story telling practices that apply to today s fast moving competitive selling environment Explains how to take a sales message inventory Illustrates how to design your visual stories Empowers your sales force to tell the story and extend the reach of visual storytelling Through the power of technology and effective storytelling you and your team can create and deliver effective presentations that engage your customers hold their attention and win their business Whiteboard Selling shows you how **Whiteboard Selling** ,2018 **Write the Perfect Book Proposal** Jeff Herman, Deborah Levine Herman, 2016-04-12 Want to publish your book Learn how it s easier than you think Charismatic authors and literary agents Jeff Herman and Deborah Levine Herman have successfully sold nearly 1 000 titles and learned through trial and error how to write a flawless book proposal that publishers can t resist Now you can benefit from their hard work and publishing savvy In this new edition to the bestselling guide they offer guidance and advice that will inspire educate and most importantly give you the necessary edge to get your book published They explain How to shape your idea and create a title Ways to get to know the market and competition Tips on writing an effective outline query letter and sample chapter The art and science of fiction and nonfiction book proposals How ten actual proposals updated and included here were successfully sold to publishers and why How to capitalize on the evolving publishing industry including e books and social media A submission from Jeff Herman always gets moved to the top his new book will show you how to move to the top Frederic W Hills Vice President Simon Schuster This book will take writers to the highest level of proposal writing and success Roger Cooper Quality Paperback Book Club If you want your proposal to ignite a busy editor s interest read this book Adrienne Hickey Senior Acquisitions Editor AMACOM Books **Managing Winning Proposals** Wendy Frieman, 2025-08-15 Preparing a proposal for a contract or a grant can be an overwhelming and extraordinarily complex process but regardless of the proposal type or sector certain truths always pertain This book walks the proposal manager through the steps that are essential and common to every single proposal and ensure a foundation for winning Many proposal management books are of little use particularly to a first time proposal manager owing to their broad scope and unrealistic assumptions about resources including time expertise and information This book provides actionable concrete steps for the activities that underpin all successful proposals providing a step by step description of how to make a proposal compliant and compelling The premise of this book based on the author s hands on experience in multiple proposal roles for over three decades is that proposals do not go off the rails owing to an inability to implement advanced techniques and complicated

processes They fail because of inattention to fundamental activities Other business books cover some of these fundamental activities However proposals differ because of their tight constraints deadlines the need for perfect compliance with detailed instructions fierce competition for limited funds the consequences of not winning and the stress that inevitably accompanies the process Focusing solely on the preparation of the written proposal document and not on sales negotiation marketing or customer interaction this book dives into the details of the tasks facing the person actually accountable and responsible for preparation and delivery of the proposal Proposal managers of all levels from first timers to seasoned pros looking to polish their skills as well as those who participate in the proposal process but are not intimately familiar with it artists technical writers project managers accountants and others will benefit from the processes and tools described in this book **Brief** Joseph McCormack,2024-11-20 Get heard by being clear and concise The only way to survive in business today is to be a lean communicator Busy executives expect you to respect and manage their time more effectively than ever You need to do the groundwork to make your message tight and to the point The average professional receives 304 emails per week and checks their smartphones 36 times an hour and 38 hours a week This inattention has spread to every part of life The average attention span has shrunk from 12 seconds in 2000 to eight in 2012 So throw them a lifeline and be brief Author Joe McCormack tackles the challenges of inattention interruptions and impatience that every professional faces His proven B R I E F approach which stands for Background Relevance Information Ending and Follow up helps simplify and clarify complex communication BRIEF will help you summarize lengthy information tell a short story harness the power of infographics and videos and turn monologue presentations into controlled conversations Details the B R I E F approach to distilling your message into a brief presentation Written by the founder and CEO of Sheffield Marketing Partners which specializes in message and narrative development who is also a recognized expert in Narrative Mapping a technique that helps clients achieve a clearer and more concise message Long story short BRIEF will help you gain the muscle you need to eliminate wasteful words and stand out from the rest Be better Be brief *Sales Mind* Helen Kensett,2016-02-04 We re all selling something every day whether at work or closer to home But with advanced technology and mass competition it s never been harder to capture people s attention That s why we need to develop our sales mind mastering our innate selling skills will help us cut through the noise in any situation Drawing on the wisdom of psychology mindfulness and cultural history as well as a lifetime in sales Helen Kensett has created 48 beautifully illustrated tools to help you become more focused and develop a more mindful approach gather crucial knowledge about your buyer market and what you re selling identify and communicate clearly the key aspects of your pitch up your creativity generate the best ideas and close the deal From quick tricks for getting focused to simple skills like writing killer emails Sales Mind is full of practical tools real world tips and psychological insights to help you improve your selling at every step *Seeing South Asia* Dev Nath Pathak,Biswajit Das,Ratan Kumar Roy,2022-04-11 This book critically examines the cultural politics of visuals in South Asia It makes a key

contribution to the study of visuals in the social sciences in South Asia by studying the interplay of the seen and unseen and the visual and nonvisual. The volume explores interrelated themes including the vernacular visual and visuality ways of seeing in South Asia and the methodology of hermeneutic sensorium anxiety and politics of the visuals across the region and the trajectory of visual anthropology significance of visual symbols and representations in contemporary performances and folk art visual landscapes of loss and recovery and representation of refugees visual public in South Asia and making of visuals for contemporary consumptions. The chapters unravel the concepts of visual visibility visuality while attending to determinant meta ideas such as memory and modernity trajectories of tradition fluidity and hybridity and visual performative politics. Based on interdisciplinary resources the chapters in this volume present a wide array of empirical findings across India Pakistan Sri Lanka Nepal and Bangladesh along with analytical readings of the visual culture of the subcontinent across borders. The book will be useful to scholars and researchers of visual and cultural studies social and cultural anthropology sociology political studies media and communications studies performance studies art history television and film studies photography studies and South Asian studies. It will also interest practitioners including artists visual artists photographers filmmakers and media critics.

Digital Selling Nicolai Barth, Marina Brenner, Georg Gruber, Nathaniel Harrold, Andreas Langer, Magdalena Pfurtscheller, 2016-09-15 Digitalisierung ist das Schlagwort der Stunde. Vor allem das abonnementbasierte Geschäftsmodell revolutioniert dabei nicht nur die Bereitstellung von Software, sondern auch ganz entscheidend den Verkauf und das Marketing von Unternehmen weltweit. Dieses Buch zeigt wie B2B und IT Leistungsanbieter durch abonnementbasierte Geschäftsmodelle Marketing und digitalen Vertrieb günstigere, schnellere und zufriedenstellendere Wege finden, Leistungen und Services an den Kunden zu bringen.

TSS Whiteboard Selling Neil Thubron, 2018-03-25 In services sales building up Value with a client before discussing your Price is key to a consultative sales approach and the Whiteboard methodology gives you the framework to do this. Written for members of the TSS Business Partner community or anyone interested in learning more about the Whiteboard approach, this book breaks down how the technique works and the theory behind it. After reading this book you will have the tools needed to: Uncover your client's main goal, motivations and challenges; Understand the impact their current issues are having on the business; Build up a solution that links the client wants and needs; Demonstrate the value of the solution in real terms to close the sale. Whiteboard selling is a different and engaging way to work with clients.

The Visual Communications Book Mark Edwards, 2015-06-24 A unique and practical guide to making high impact presentations by using visual communications techniques.

The Visual Sale Marcus Sheridan, Tyler Lessard, 2020-10-27 Video can help you close the deal in a virtual world and this book from award winning marketer and author Marcus Sheridan will show you how. With practical advice and step by step instructions, this is the ultimate guide to selling over video, no matter how much you hate watching yourself on the screen. More than ever before, buyers and consumers are demanding for more video. Just reading about a product, service or company will no longer do the

trick Today they must see it Notwithstanding this increased demand for video most businesses and organizations have struggled to quickly adapt In fact many have no idea as to how or where to get started For this purpose The Visual Sale was written Finally businesses and organizations have a clear guide that will literally show them in simple clear and actionable terms exactly how they can build a culture of video and start showing it moving forward ultimately leading to a dramatic improvement to their sales numbers marketing strategy and overall customer experience *Draw to Win* Dan Roam, 2016-09-13 Get ready for the ultimate crash course in communicating and solving problems through simple pictures Thirty two thousand years ago your many times great grandparents Oog and Aag drew pictures on the wall of a cave They had an innate need to communicate but no written language So they found an easy and natural way to share their thoughts and stories Today after so many years when speaking and writing dominated we re back in another highly visual age About 90 percent of everything shared online is now visual selfies GIFs smartphone videos and more This explosion of communication through pictures isn t a millennial driven fad it s as natural as those lines first drawn by Oog and Aag Just turbo charged by the latest technology And yet over the past twenty years as I ve taught people from Fortune 500 CEOs to White House staffers how to harness the power of imagery the biggest objection I ve always heard is But I can t draw Trust me you can You don t need to be da Vinci to be an outstanding visual thinker and communicator The most effective drawings are the simplest and you can get good at those in three minutes In this little book I ll teach you how to use seven basic shapes to explain just about anything to just about anyone If you ve read my previous books you ll see one or two familiar tools here along with a bunch of new tools you can start using right away If you re new to my approach welcome Get ready to work smarter communicate more clearly and get better at whatever you do just by picking up a pen Get ready to draw to win

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