

CROSS-SELLING SUCCESS

*A Rainmaker's Guide to
Professional
Account
Development*

F O R D H A R D I N G

Cross Selling Success A Rainmakers Guide To Professional Account Development

Michael W. McLaughlin



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Guerrilla Marketing for Consultants Jay Conrad Levinson, Michael W. McLaughlin, 2011-01-06 Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client buyers with a glut of information at their fingertips and doubts about the value consultants add Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today s challenges into golden opportunities for winning profitable work from the new breed of consulting clients Packed with information this step by step guide details the 12 marketing secrets every consultant should know the anatomy of a marketing plan Web sites sources of free publicity direct mail marketing winning proposals and more Jay Conrad Levinson San Rafael CA is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books including the bestselling Guerrilla Marketing series Michael W McLaughlin Mill Valley CA has been a partner with Deloitte Consulting since 1994

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Cengage Gale,2009-05-12 Financial Services Sales Handbook Clifton Warren,2025-05-21 The Financial Services Sales Handbook Second Edition A Professional s Guide to Becoming a Top Producer is an essential roadmap for financial professionals This second edition highlights the evolving landscape of financial services sales including the rise of digital communication virtual networking and the importance of a client centric approach in today s competitive market Designed for both seasoned professionals and newcomers this handbook provides actionable strategies to master the art of selling financial services sales Key features include Build and maintain a robust sales pipeline while fostering long term client relationships Position yourself as a trusted advisor with tailored value propositions and effective cross selling strategies Align your sales tactics with client needs to drive organic growth and build loyalty Packed with insights and tools this handbook equips you to excel in a competitive environment **Professional Selling** Mohamed B. Mansour,Wesley J. Johnston,2018-06-14 Professional Selling Types Approaches and Management is an essential guide that covers the role of professional selling as part of an organization s integrated marketing system It presents in detail the various types of professional selling functions as well as the process of presenting a product to a customer and closing a sale It describes how a professional salesperson should follow up after a sale in order to maintain customer satisfaction and develop a long term relationship This professional reference goes global too by discussing sales and negotiation activities in different cultures The book does more than discuss the steps of selling it also includes comprehensive information about what it takes to manage key accounts as well as salespeople especially recruitment training compensation and evaluation It features exercises cases and role playing to achieve its objectives Salespeople and managers alike will benefit from the knowledge and guidance provided in Professional Selling Types Approaches and Management

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