

FOREWORD BY NEIL RACKHAM

*Bestselling author of *Spin Selling**

CHANGING THE SALES CONVERSATION



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LINDA RICHARDSON

Changing The Sales Conversation Connect Collaborate And Close

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Changing the Sales Conversation: Connect, Collaborate, and Close Linda Richardson, 2013-12-27 The proven new sales strategy from New York Times bestselling author Linda Richardson Learn how to create better more effective dialogs with customers in today's hyper digital world In this era of iPads iPhones and apps sales communications may be growing but sales conversations are dying and so are too many sales The New Sales Conversation helps you use new links and technologies without losing the very reason for making a connection in the first place a chance to exchange the winning words that lead to a successful close and a loyal customer Richardson Provides five easy to remember keys to bringing value to customers Futuring Predictive Preparation Heat mapping New and Emerging Needs Value tracking Proof of Solution Phasing Verifiable Outcomes and Linking Emotional Connection Linda Richardson is the founder and Executive Chairwoman of Richardson a global sales training business She teaches sales and management courses at the Wharton Graduate School of the University of Pennsylvania and the Wharton Executive Development Center The Street Savvy Sales Leader Mark Welch, 2018-09-18 You are competing in a highly fragmented highly competitive marketplace where decision makers are more knowledgeable less risk averse and busier than ever As a result making your numbers is tougher and more challenging than ever You're trying to figure out how to get the attention of new customers and to add value along the sales process to close business And you're coping with a potentially underperforming and unengaged sales team despite investments in sales resources such as training and technology marketing content CRM and other tools to increase sales effectiveness But you like other sales leaders you talk with are not getting the payoff from these investments You see the data Businesses are spending more on training but there is little correlation to ROI ATD 2015 Without follow up and coaching mentoring salespeople fail to retain 80% to 90% of what they learned in training within a month Sales Alliance 2014 CRM holds a

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