



Outsell your competition

**Consultative selling strategies
for the 21st century**

Robin Fielder

Author of the best selling seminar 'Close That Sale!'

Outsell Your Competition Consultative Selling Strategies For The 21st Century

Robin Fielder



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differentiate themselves from the competition they must turn to consultative selling Consultative selling is analyzing the needs and challenges of your customers and selling unique services that enable your customers to reduce costs increase profits and improve overall business performance **The Art of Consultative Sellin** *Sell Different!* Lee B. Salz, 2021-09-14 Game changing new strategies to outsmart outmaneuver and outsell your competition Salespeople face fierce competition in their pursuit of winning deals Differences in product features and functions get smaller by the minute and are not always meaningful to buyers How do you stand out from the pack and not just land the account but win deals at the prices you want Lee B Salz s previous ground breaking bestselling book Sales Differentiation armed salespeople with strategies to differentiate both what they sell and how they sell it Sell Different provides a new component of Sales Differentiation strategy to help you outsmart outmaneuver and outsell the competition to win more deals at the prices you want This book provides you with the tools you need to land new accounts and grow existing ones The practical proven strategies presented in Sell Different include How to defeat your toughest competitor hint it s not who you think it is An actionable 16 phase plan to reach and engage elusive prospects Finding more of your best clients it s easier than you think Acquiring more referrals than you ever dreamed possible Virtual selling and how to harness its potential Neutralizing the fear of change that paralyzes buyers and kills deals Structuring pilot programs that advance your deals Identifying the critical person needed to win more deals at the prices you want Solving closing problems and fixing the real issue limiting your success Dissecting and resolving the most challenging sales objection price What 99 999% of salespeople don t do but should Expanding account relationships to explode revenue and lock out the competition How to address a major flaw when comparing salespeople with professional athletes And much much more If you are a salesperson executive or business owner who desires to win more deals at the prices you want then this book is for you **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 [Consultative Selling, 8th Edition](#) Mack HANAN,2011 A major breakthrough in the way goods and services are sold When Mack Hanan speaks we should all listen really listen Selling Magazine Do you sell products or services It doesn t matter What you re really selling is customer profit You help your customers and clients make profitable business decisions and you are both rewarded with the fruits of a long term business relationship For 40 years Mack Hanan s Consultative Selling has empowered countless sales professionals to reap maximum success and the Eighth Edition is here to take them and you to the next level with brand new sections on Creating a two tiered sales model to separate consultative sales from commodity sales Building and using consultative databases for value propositions and proof of performance Studying your customers cash flows to win proposals Using consultative selling strategies on the Web Coping with and reversing the inevitable no Consultative Selling is packed with new partnering strategies cost benefit analysis templates detailed monetized value proposition models outcome based branding approaches and powerful consulting tactics that will make your customers competition and your own rivals irrelevant **Mastering Consultative Selling: Strategies for B2B Success** Rodrigo Seruya Cabral,2025-02-21 Are you struggling to close deals even when you know you have the perfect solution The problem isn t your product it s your approach Mastering Consultative Selling Strategies for B2B Success reveals the secrets to building genuine relationships with your clients understanding their unique challenges and becoming their trusted advisor Stop wasting time on ineffective sales tactics and start closing deals with confidence This ebook will teach you how to Avoid the hard sell and build rapport effortlessly Uncover the real reasons behind client objections Craft tailored solutions that address their specific needs Transform frustrated prospects into loyal customers Don t let another deal slip through your fingers This ebook is your essential guide to mastering the art of consultative selling and achieving sustainable success in B2B sales Download your copy now and start seeing results **Turn Sales Into Partnerships** Reginaldo Osnildo,2024-04-18 Welcome to Turn Sales into Partnerships The Definitive Guide to Consultative Selling an essential guide designed to transform the way you see and

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Hope Is Not a Strategy: The 6 Keys to Winning the Complex Sale Rick Page, 2003-04-14 No longer is being a good closer the basis of sustainable success Instead intakes the kind of strategic thinking Rick Page outlines in Hope Is Not a Strategy Geoffrey Moore author of Crossing the Chasm and Inside the Tornado Master of the complex sale Rick Page is the author of the bestselling book Hope Is Not a Strategy and one of the most sought after sales consultants and trainers in the world He has taught his breakthrough selling strategies to thousands of people in 150 companies across 50 countries an amazing platform that has helped his message spread like wildfire This paperback edition of Page s runaway sales bestseller schools readers in Page s simple six step process for making the sale no matter how complex the deal or how many people are involved in the buying decision Integrating the winning selling strategies used by the world s top salespeople Page shows readers how to Identify and sell to a prospect s business pain Qualify a prospect Build competitive preference Define a prospect s decision making process

Competitive Selling: Out-Plan, Out-Think, and Out-Sell to Win Every Time Landy Chase, 2010-06-03 Become a Dominant Predator in today s dog eat dog sales environment There s a hard fact that we all have

to face Buyers have evolved They've become shopaholics They almost never consider a single vendor when making a buying decision Instead they call you and your competitors and choose from multiple options They know that pitting you against your competition always works to their benefit In today's sales environment only the strongest and smartest live to sell another day Master sales strategist Landy Chase calls these top performers dominant predators salespeople who consistently win business at higher prices by crushing the competition at every turn He knows exactly how they do it because he's the one who teaches them how to do it Now it's your turn In Competitive Selling Chase reveals the master strategy of the dominant predator offering a proven step by step process for entering the fray as a prepared and confident warrior You'll learn how to Identify your competition before meeting with the buyer Open competitive selling opportunities Out flank your competitors using the Client Needs Analysis Eliminate competitors without badmouthing them Stand out to the decision makers Win sales even as the higher priced option It's a jungle out there The goal in today's winner take all world of selling is to make every selling opportunity an unfair fight in your favor You have to adapt to your surroundings and take control of your environment Be assured your competitors are out there trying to do the same thing Competitive Selling provides the techniques and skills for seizing the advantage before they even see you coming **Elite Sales Strategies** Anthony Iannarino, 2022-04-11

Accelerate your sales career with this how to book from an expert in sales In **Elite Sales Strategies** expert sales leader Anthony Iannarino offers his philosophy about becoming a commercial success This guidebook provides unique insights into how to approach every sale by serving your clients from a position of authority and expertise As Iannarino himself notes this technique speaks to an ethical obligation towards your client combining ethics and tactics to help place you in a position where your strengths can be fully utilized This guidebook suggests putting yourself in a one up position where you as the salesperson come to a client in a position of authority and strength where you yourself are qualified to offer nuanced and helpful advice to companies that have put themselves in a one down position whether that be by bad decision making poor understanding of the marketplace or bad luck At its heart this book suggests you find the advantages that you can provide that will in turn help your client become one up themselves in their own field and ensure they achieve the better results they need In addition **Elite Sales Strategies** provides readers with A step by step approach for how to become one up yourself and what you provide to your clients A healthy analysis of what makes a person or a company one down and tips on how to course correct Strategies tactics and talk tracks that will provide you with what you need to become one up Terminology and vocabulary so that you can approach your client with tact and decorum while still addressing the weaknesses of their system As a successful international speaker author and sales leader Anthony Iannarino brings a unique set of skills to bear in this book Iannarino's tried and true methodology is an ideal resource for sales professionals in all fields as well as for executives and managers looking to improve their sales success and position within the business world [A Guide to Consultative Sales: Sell Better and Sell More](#) Robert McAdam, 2017-10-02 A guide to consultative selling with techniques and principle

drawn from a variety of disciplines all brought together in a straightforward and readily applicable manner If you are engaged in any kind of selling activity or are looking to become involved in selling then this book can teach you new skills or refine your existing abilities helping you to earn more money

Exceptional Selling Jeff Thull, 2006-08-18 Praise for Exceptional Selling Thull's leading edge thinking makes this book extraordinary This straightforward guide to communicating across all cultures with credibility and respect will give you a significant competitive advantage in a complex and crowded global marketplace Guenter Lauber Vice President Siemens Energy Automation Inc EA Systems Exceptional Selling may be one of the most important books written on sales and marketing communications for high stakes sales It shows you how to stand apart from your competition communicate with great clarity and position your solution as the most compelling choice for the long term Rob Mancuso Senior Vice President Investors Financial Services Corp Thull has taken consultative and collaborative sales to new heights The knowledge in this book is priceless The trust and respect created by the diagnostic process is a must have for success here in Asia and around the globe It enables us to differentiate ourselves early and achieve long lasting success Tay Chong Siew Major Customer Director North Asia BOC Gases Having achieved exceptional success by working with Thull and implementing the strategy and process in his first two books I'm astounded that his leading edge thinking is captured in yet more detail in another brilliant book The conversation examples of his powerful diagnostic approach will bring even greater success to our organization Truly exceptional Alberto Chacin Director of On Demand Services LAD Oracle USA Exceptional Selling is a dramatic departure from the vast majority of sales books It scares me to see all the ways in which we can self sabotage our sales opportunities but that's only chapter one Throughout the book Thull describes compelling examples of how to succeed in a cluttered marketplace Steven Rodriguez Senior Vice President Ceridian Corporation Thull has again extended the concepts and thinking he developed in The Prime Solution and Mastering the Complex Sale This is an essential read for anyone working to understand his customers in a complex world Wayne Hutchinson Vice President of SalesMarketing and Consulting Shell Global Solutions International B V

Consultative Sales Strategies Timothy F. Bednarz, 2011-05-30 Consultative Sales Strategies clearly and succinctly illustrates the concept and elements of effective consultative sales strategies and why consultative sales skills are important and beneficial to your individual sales success You will understand the factors that affect consultative sales as well as the results you can expect when using them You will also be taught how to evaluate various consultative sales strategies as well as how to apply effective consultative sales strategies You will learn advanced techniques and strategies for utilizing effective consultative sales strategies as well as how to avoid the problems and pitfalls associated with consultative sales strategies Finally you will also be instructed how to apply consultative sales strategies with existing customers As part of the Pinpoint Skill Development Training Series each skill pack book delivers eight core concepts designed to provide a complete 360 degree perspective on each topic You are focused on a single concept at a time including the implications techniques and

strategies to apply the concept reflection points and a hands on activity or action plan that transfers the concept into practice The step by step instructions are structured to achieve each of Kirkpatrick s Four Levels Each of the eight core concepts is designed to cross reference and reinforce all other concepts within the skill pack The combination of all hands on activities are designed to produce a master action plan for the specific skill pack This skill pack is ideal as an informal training tool for coaching or personal development It can also be used as a handbook and guide for group training discussions Each skill pack in the Pinpoint Skill Development Training Series was developed from proven strategies and techniques created by Timothy Bednarz to effectively train thousands of employees in Fortune 1000 companies since 1990 The New Strategic Selling Robert B. Miller,Stephen E. Heiman,Tad Tuleja,2008-11-16 The Book that Sparked A Selling Revolution In 1985 one book changed sales and marketing forever Rejecting manipulative tactics and emphasizing process Strategic Selling presented the idea of selling as a joint venture and introduced the decade s most influential concept Win Win The response to Win Win was immediate And it helped turn the small company that created Strategic Selling Miller Heiman into a global leader in sales development with the most prestigious client list and sought after workshops in the industry Now Strategic Selling has been updated and revised for a new century of sales success The New Strategic Selling This new edition of the business classic confronts the rapidly evolving world of business to business sales with new real world examples new strategies for confronting competition and a special section featuring the most commonly asked questions from the Miller Heiman workshops Learn How to identify the four real decision makers in every corporate labyrinth How to prevent sabotage by an internal deal killer How to make a senior executive eager to see you How to avoid closing business that you ll later regret How to manage a territory to provide steady not boom and bust revenue How to avoid the single most common error when dealing with the competition ART OF CONSULTATIVE SELLING LINDA. THORNTON,2024

Outsell Your Competition Consultative Selling Strategies For The 21st Century Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Outsell Your Competition Consultative Selling Strategies For The 21st Century**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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