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Value Propositions that SELL Lisa Dennis,2018-08-29 In today s hyper competitive markets it s hard to get your message heard by the right buyers Without a rock solid relevant value proposition attracting and closing new customers is just plain hard Most value propositions are inside out more focused on product and service features than they are on the buyers needs Today you need a whole lot more than an elevator speech a unique selling proposition or even the one or two line statement of value from a seller to a buyer Get the road map for a Value Proposition Platform that helps you create highly relevant value based messaging for use in both marketing content and conversations with buyers Get ready to create a value proposition that SELLS Includes Development Success Tools 1 Primary research conducted with B2B buyers 2 Two in depth case studies that demonstrate how to build a value proposition platform from start to finish 3 Seven downloadable templates to guide your work step by step

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