



# PROFESSIONAL SELLING SKILLS



Sound Human,  
Not A Machine

Connect to Personal  
Level



## ART OF OPENING



Research Well, It Shows

Leverage Referrals &  
Similarities



Define Goals Before  
Calling

Plan Attitude, Answers  
& Actions For Your  
Customer



## ART OF PROBING



Build Probing Questions  
List

Mix Open Ended & Closed  
Ended Questions



Respect Customer Needs

Listen & Match Pace  
of Conversation



## ART OF EMPATHY



Repeat What is Shared

Understand You Can't  
Solve Everything



Make Customer Aware

Educate & Provide  
Value



## ART OF PERSUADING



Challenge The View Point

Lead Conversation with  
Strengths Not Ego



Confirm, Confirm, Confirm

Ask for Sign Off  
Explicitly



## ART OF CLOSING



Manage Mini-Closures  
Before Big Closure

Get Feedback



# Professional Selling Skills

**JR Anderson**



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