

# Consultative Sales Process

## Research



Consultative selling starts with researching your prospect. Scour LinkedIn. Pore through their website. Read up on industry-specific educational content. See if you already serve similar companies and learn about how they leverage your product or service. One way or another, set yourself up for success by educating yourself as best you can.

Once you're in a position where you can directly engage with the prospect, ask thoughtful, open-ended questions that can help you tease out pain points. Most of those questions should have some degree of specificity and personalization – it's an opportunity for you to apply your research.

## Questions and Active Listening



## Diagnosis and Finding Solutions



Figure out what your prospect's main issues, concerns, and priorities were. What came up most consistently? What did they seem to stress more than anything else? If they were to use your product or service, what would they be using it for? What outcomes did they want to see? This information will ultimately shape your value proposition.

You have your intel and a solid idea of what you can do for your prospect – now, you need to relay that information to them confidently and effectively. Consultative selling pitches, presentations, and conversations need to show a certain degree of personalized understanding. You built a relationship. Now, prove you take it seriously.

## Education and Presentation



# Selling The Profession A Consultative Approach

**BM King**



## **Selling The Profession A Consultative Approach:**

## Reviewing **Selling The Profession A Consultative Approach**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is really astonishing. Within the pages of "**Selling The Profession A Consultative Approach**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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