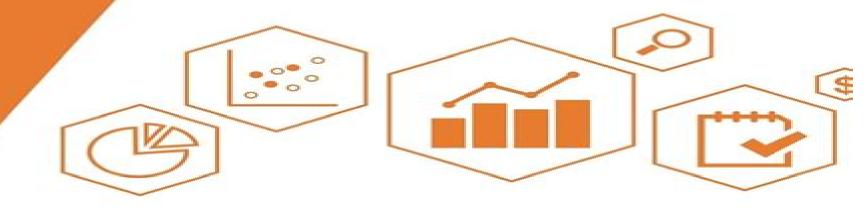
BASELINE SELLING



HOW TO BECOME A SALES SUPERSTAR

BY USING WHAT YOU ALREADY KNOW ABOUT THE GAME OF BASEBALL

DAVE KURLAN

Foreword by Verne Harnish

Baseline Selling How To Become A Sales

David Obatomi

Baseline Selling How To Become A Sales:

Baseline Selling Dave Kurlan, 2005-11 Baseline Selling How to Become a Sales Superstar by Using What You Already Know About the Game of Baseball will dramatically change the way we approach the sales process replacing the gratuitous complexity advocated by today s sales experts with an elegant and very effective simplicity Studies have shown that the selling techniques of the last two decades have had very little impact on most of the sales population less than 75 percent of all salespeople to be exact Why Because of the complexity learning curve and difficulty in applying the concepts in these systems In response to the urgent need for a flexible innovative process that will enable people to grasp the essential skills necessary to close a sale in any situation Baseline Selling reemphasizes the fundamentals of selling in a fresh memorable way that modern sales professionals can relate to and utilize and above all one that complements and enriches advanced sales methodologies Salespeople who read this book and put its wisdom to work will succeed at acquiring more opportunities as they learn to get appointments more easily They will excel at creating opportunities with prospects who are not interested They Il sell at higher margins by using the Rule of Ratios Their closing percentages will improve dramatically as they implement the simple Inoffensive Close Salespeople selling commodities struggling to differentiate themselves will love Commodity Busters and every salesperson will be able to shorten their sell cycle by Taking a Lead Quite simply Baseline Selling introduces a way for salespeople to visualize and touch all the sales bases without over complicating the process

Mastering the World of Selling Eric Taylor, David Riklan, 2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle Ron Karr Knowledge Advantage Inc Jill Konrath Dave Kurlan Ron LaVine Kendra Lee Ray Leone Chris Lytle Paul McCord Mercuri International Miller Heiman Inc Anne Miller Dr Ivan Misner Michael Macedonio Sharon Drew Morgen Napoleon Hill Foundation Michael Oliver Rick Page Anthony Parinello

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challenges measure successes and determine a path forward to improving business outcomes The Marketing Agency **Blueprint** Paul Roetzer, 2011-11-29 Build a disruptive marketing agency for the modern age The marketing services industry is on the cusp of a truly transformational period The old guard rooted in tradition and resistant to change will fall and new leaders will emerge Hybrid marketing agencies that are more nimble tech savvy and collaborative will redefine the industry Digital services will be engrained into the DNA and blended with traditional methods for integrated campaigns The depth versatility and drive of their talent will be the cornerstones of organizations that pursue a higher purpose The Marketing Agency Blueprint is a practical and candid guide that presents ten rules for building such a hybrid agency The new marketing agency model will create and nurture diverse recurring revenue streams through a mix of services consulting training education publishing and software sales It will use efficiency and productivity not billable hours as the essential drivers of profitability Its value and success will be measured by outcomes not outputs Its strength and stability will depend on a willingness to be in a perpetual state of change and an ability to execute and adapt faster than competitors The Marketing Agency Blueprint demonstrates how to Generate more qualified leads win clients with set pricing and service packages and secure more long term retainers Develop highly efficient management systems and more effective account teams Deliver greater results and value to clients This is the future of the marketing services industry A future defined and led by underdogs and innovators You have the opportunity to be at the forefront of the transformation Selling Power ,2007

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