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William Miller Not
all buyers behave
the same way is
the main idea
behind this book.
Miller wants the
sales force to
understand that
there is no cookie
cutter pattern to*

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achieving great sales results because buyers are individuals and need to be treated like individual buyers.

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tools for the salesperson to use during the sales call in order to maintain control of the process. A sales manager can use these same tools to make sure the salesperson is really in control of the sale, at the point of attack, the sales call.

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clearly identifies
the tools that
successful sales-
people use on a
daily basis and
provides them for*

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salespeople to use so they can add value in the way they are currently selling. ProActive Selling is not another “sales process” book, nor is it about “strategizing a sale.” There are too many books out there

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- *Use the ProActive Selling Process Sheets to create your Implementation Plan. This is a perfect document to provide input to an I-Plan. Prospects have a tendency to forget all the things*

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*they have done
with you in earlier
steps; the his- tory
becomes a blur.*

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Matching the Sell
Process to the Buy
Process
Throughout
ProActive Selling,*

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*you will use the
buy process, match
it to the sell
process, and see
how you can
always be in
control of the sale.
Own the process;
own the deal.*

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Armed with these
sales tactics like
the

*Toward/Away[Tool]
and the BuyersBuy
Backward[Tool],
you- as a salesman
- know what to do.
The biggest
revelation is that
sales is a process
as well as an art.
Know the process.
Follow and control*

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you will see
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selling tactics that
help keep the
buyer in mind
when closing any
deal. Your Web
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JavaScript.*

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[electronic
resource] : control
the ...*

*ProActive Selling
has 20 tools for the
salesperson to use
during the sales
call and maintain
control of the
process. These
tools are also the
tools the sales
manager can use*

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to make sure the
anticipate the next
sales step.

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William, 1955-;*

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experts focus on a
cookie-cutter sales
strategy,"
encouraging reps
to push the
customer through a
pre-planned sales*

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process -- an approach that can drive customers away. With ProActive Selling, reps have a wide variety of flexible and effective selling tactics to choose from. This enables them to adapt and approach each sales call uniquely

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*and keep the
customer at the
center of every
sales presentation.*

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*"Many sales
experts focus on a
cookie-cutter sales*

*""strategy,""
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customer through a pre-planned sales process -- an approach that can drive customers away. With "ProActive Selling," reps have a wide variety of flexible and effective selling tactics to choose from.

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tools they need to
adapt their
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every stage of the
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