

GADEJETSHUT

PRODUCT BUYING
PROCESS

1

PROSPECTING

Learn about the company, its products, services, and offerings. Research the company's website, social media, and other sources to gather information about its business and industry.



2

CONNECTING

Establish a connection with the company's sales or marketing team. Reach out via email, phone, or social media to introduce yourself and express your interest in their products or services.



3

QUALIFYING

Assess the company's ability to meet your needs. Ask questions about their products, services, and pricing to determine if they are a good fit for your business.



4

SHOWVALUE

Present the company's value proposition and demonstrate how their products or services can benefit your business. Provide evidence and examples to support your claims.



5

CLOSING

Finalize the purchase agreement and complete the transaction. Review the terms and conditions of the agreement and sign the necessary documents to complete the purchase.

