



## The Solution Selling Fieldbook

By Keith M. Eades

McGraw-Hill Companies. Paperback. Book Condition: New. Paperback. 288 pages. Dimensions: 9.2in. x 7.5in. x 1.4in. The breakthrough process used by more than 500,000 sales professionals worldwide! The Solution Selling Fieldbook helps you integrate the plans nuts-and-bolts techniques into your own day-to-day practices, and immediately gain access to key decision makers, diagnose buyers business issues, and increase top-line sales. Building on the processes, principles, and management systems outlined in The New Solution Selling, this practitioners workbook features: A complete step-by-step blueprint for sales success A trial copy of Solution Selling software A valuable Solution Selling CD-ROM that includes tools, templates, and sales letters Includes Exclusive Solution Selling Software on CD-ROM More than 120 work sheets on negotiating, opportunity assessments, implementation plans, and more Letterse-mail templates Coaching on Solution Selling techniques Importexport capabilities Links to more Solution Selling content This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



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