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is a commonsense
approach to
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the theory that
"what "

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salespeople ask-

and "how" they
ask-is more
important than

anything they
will ever say.

This technique
makes sense

because in order
to present

solutions, you
first must learn

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needs.

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important than anything they will ever say. This technique makes sense because in order to present solutions, you first must learn your customer's needs. How do you uncover a prospect's needs?

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programs have

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steps of the

sales process,

it turns out

that just

identifying

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“what to do”

provides no
advantage over
competitors who
also have a
sales process in
place, as it's
likely their
process is very
similar (if not
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objectives in the sales process. If a salesperson appears credible to the prospective customer, then the prospect's need to mismatch is reduced because they start feeling comfortable with

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you, rather than
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strategies that
prompt engaging
questions that

motivate clients
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a systematic way
to increase
sales

effectiveness by
teaching
salespeople

“how” to
leverage

question-based
techniques and
strategies to
accomplish much
more in the
sales process

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than just
gathering
information.
Asking questions
strategically
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to different
needs, biases,
and experiences.
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a systematic
approach used to
your increase
your
profitability of
success and
decrease your
risk of failure.
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summary divides
the system into
two parts.

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