

What is CustomerCentric Selling®?

- An integrated buyer qualification model which *targets early access to key players, control of committee decisions, control of the proposal process, and control of the sales cycle* without over controlling the buyer.
- A framework for ensuring that *customer expectations for implementation are set and met.*
- A set of analysis tools enabling management and sales people to *determine pipeline quality and strength, assign prospecting activity, assess skill levels of sales people, provide opportunity coaching, and forecast future business at an opportunity level.*

Customercentric Selling

Rob Jolles



Customercentric Selling:

CustomerCentric Selling, Second Edition Michael T. Bosworth, John R. Holland, Frank Visgatis, 2009-12-18 The Web has changed the game for your customers and therefore for you Now CustomerCentric Selling already recognized as one of the premier methodologies for managing the buyer seller relationship helps you level the playing field so you can reach clients when they are ready to buy and create a superior customer experience Your business and its people need to be CustomerCentric willing and able to identify and serve customers needs in a world where competition waits just a mouse click away Traditional wisdom has long held that selling means convincing and persuading buyers But today s buyers no longer want or need to be sold in traditional ways CustomerCentric Selling gives you mastery of the crucial eight aspects of communicating with today s clients to achieve optimal results Having conversations instead of making presentations Asking relevant questions instead of offering opinions Focusing on solutions and not only relationships Targeting businesspeople instead of gravitating toward users Relating product usage instead of relying on features Competing to win not just to stay busy Closing on the buyer s timeline instead of yours Empowering buyers instead of trying to sell them What s more CustomerCentric Selling teaches and reinforces key tactics that will make the most of your organization s resources Perhaps you feel you don t have the smartest internal systems in place to ensure an ideal workflow Perhaps as is all too common you lack identifiable systems almost entirely From the basics and beyond of strategic budgeting and negotiation to assessing and developing the skills of your sales force you ll learn how to make sure that each step your business takes is the right one

CustomerCentric Selling, Second Edition Michael T. Bosworth, John R. Holland, Frank Visgatis, 2010-01-08 The Web has changed the game for your customers and therefore for you Now CustomerCentricSelling already recognized as one of the premier methodologies for managing the buyer sellerrelationship helps you level the playing field soyou can reach clients when they are ready to buyand create a superior customer experience Your business and its people need to be CustomerCentric willing and able to identifyand serve customers needs in a world wherecompetition waits just a mouse click away Traditional wisdom has long held that sellingmeans convincing and persuading buyers Buttoday s buyers no longer want or need to be soldin traditional ways CustomerCentric Selling givesyou mastery of the crucial eight aspects ofcommunicating with today s clients to achieveoptimal results Having conversations instead ofmaking presentations Asking relevant questions insteadof offering opinions Focusing on solutions and notonly relationships Targeting businesspeople insteadof gravitating toward users Relating product usage instead ofrelying on features Competing to win not just to stay busy Closing on the buyer s timeline instead of yours Empowering buyers instead of tryingto sell them What s more CustomerCentric Selling teaches andreinforces key tactics that will make the most ofyour organization s resources Perhaps you feelyou don t have the smartest internal systems inplace to ensure an ideal workflow Perhaps asis all too common you lack identifiable systemsalmost entirely From the basics and beyond ofstrategic budgeting and negotiation to assessingand

developing the skills of your sales force you will learn how to make sure that each step your business takes is the right one

The CustomerCentric Selling® Field Guide to Prospecting and Business Development: Techniques, Tools, and Exercises to Win More Business Gary Walker, 2013-04-19 The Proven Approach to Prospecting for the Long Sales Cycle It is a fact 92 percent of C level executives never respond to e mail blasts or cold calls so why would you continue to rely on these approaches to generate new business If you are like most sales professionals it is time to transform your selling method by listening rather than talking and by asking questions rather than stating opinions In short you need to be customer centric This revolutionary new guide will show you how The CustomerCentric Selling Field Guide to Prospecting and Business Development gives you the tools and methods necessary to refocus your energy from blindly delivering sales pitches to developing lasting relationships with profitable clients This clear concise and proven effective field guide covers The six steps to prospecting success Calculating pipeline strength and requirements Successfully engaging decision makers at the point of need Ways to develop and deliver a sales ready message How to leverage relationships through social networking The CustomerCentric Selling Field Guide to Prospecting and Business Development provides the tools you need to improve prospecting and business development effectiveness Most important it helps you increase productivity win more business and develop lasting relationships with your ideal customers *Customer-Centric Selling--2nd Ed* Jeff Krawitz, 2020-04

Summary: Customer Centric Selling BusinessNews Publishing, 2013-02-15 The must read summary of Michael Bosworth and John Holland's book Customer Centric Selling The Message Driven Sales Process This complete summary of the ideas from Michael Bosworth and John Holland's book Customer Centric Selling shows how marketers and salespeople should work together to achieve more Customer centric selling is a system where salespeople and marketers come together and use sales ready messages to help customers visualise a product and how it can satisfy their needs The authors share the 8 critical aspects that you will need to master in order to communicate these messages to your customers Added value of this summary Save time Understand key concepts Increase your business knowledge To learn more read Customer Centric Selling and find out how you can create sales ready messages that will dramatically increase your sales figures Customer-Centric Selling Vers 2A Jeff Krawitz, 2022-09 Over the years I developed and evolved the Consultative Sales Model that is the basis of this book It all started with that presentation to my new direct reports at AMD and my desire to get inside their heads Chris Anderson owner of the TED conferences clearly emphasizes this point So language works its magic only to the extent that it is shared by the speaker and listener And there is the clue to how to achieve the miracle of re-creating your idea in someone else's brain You can only use the tools that your audience has access to If you start only with your language your concepts your assumptions your values you will fail So instead start with theirs It is only from that common ground that they can begin to build your idea inside their minds 1 That is the essence of customer centric consultative selling I have worked for the past four decades to discover and refine what it takes to be truly customer centric in business I *Mastering Customer-Centric*

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Customer-Centric Selling Jeff Krawitz,2022-09 **Customer Centred Selling** Rob Jolles,2012-12-11 For almost two decades tens of thousands of sales people have learned the lessons presented here by Xerox trainer Robert L Jolles The secret Jolles reveals is reversing the conventional selling practice You must focus first on your customer s needs and decision making process instead of on the selling practice Jolles provides a systematic approach that teaches you to anticipate and influence customer behaviour as the customer moves through an eight stage decision cycle Only after you understand the steps of this decision cycle Jolles cautions are you prepared to match it to your selling cycle At the heart of these lessons is the simple but brilliant role reversing concept of taking an idea and planting it in the mind of your customer making the customer believe he or she thought of it first Jolles teaches a repeatable predictable selling process that can be adapted or modified to fit any experience that requires the skills of persuasion The book includes a series of case studies activities and exercises that enable you to better understand the principles being taught so you can immediately apply them to your own unique scenarios Customer-centric Selling ,2010 **Customer-Centric Selling** Michael T. Bosworth,John Holland,2004 The program that is revolutionizing highend selling by showing companies how to clone their top sales performers CEOs would pay anything to replicate their best salespeople CustomerCentric sellingTM explains instead how to replicate their skills It details a repeatable scalable and transferable sales process that formats the questions that superior salespeople ask and then uses the results to influence and enhance the words and behaviors of their colleagues CustomerCentric SellingTM shows salespersons how to differentiate themselves and their offerings by appealing to customer needs steering away from making one way presentations and toward having meaningful and goal oriented conversations **Customer-Centric Selling** Jeff Krawitz,2020-04 **CustomerCentric Selling** Michael T. Bosworth,John R. Holland,2003-12-09 FROM THE BESTSELLING AUTHOR OF SOLUTION SELLING The program that is revolutionizing highend selling by showing companies how to clone their top sales performers CEOs would pay anything to replicate their best salespeople CustomerCentric SellingTM explains instead how to replicate their skills It details a repeatable scalable and transferable sales process that formats the questions that superior salespeople ask and then uses the results to influence and enhance the words and behaviors of their colleagues CustomerCentric SellingTM shows salespersons how to differentiate

themselves and their offerings by appealing to customer needs steering away from making one way presentations and toward having meaningful and goal oriented conversations Currently offered in workshops and seminars around the world its program provides step by step directions to help sales professionals Transform sales calls into interactive conversations Position their offerings in relation to buyer needs Facilitate a more consistent customer experience Achieve shorter sales cycles Integrate sales and marketing into a cooperative cross functional team CustomerCentric Selling™ details a trademarked sales process that incorporates dozens of elements skills and sequences into a coherent and proven methodology By teaching a specific yet innovative model for selling big ticket often intangible products and services it shows sales professionals and executives how to make the seller buyer relationship far less adversarial and take selling to a higher level

The CustomerCentric Selling® Field Guide to Prospecting and Business Development: Techniques, Tools, and Exercises to Win More Business Gary Walker, 2013-03-26 The Proven Approach to Prospecting for the Long Sales Cycle It s a fact 92 percent of C level executives never respond to e mail blasts or cold calls so why would you continue to rely on these approaches to generate new business If you re like most sales professionals it s time to transform your selling method by listening rather than talking and by asking questions rather than stating opinions In short you need to be customer centric This revolutionary new guide will show you how The CustomerCentric Selling Field Guide to Prospecting and Business Development gives you the tools and methods necessary to refocus your energy from blindly delivering sales pitches to developing lasting relationships with profitable clients This clear concise and proven effective field guide covers The six steps to prospecting success Calculating pipeline strength and requirements Successfully engaging decision makers at the point of need Ways to develop and deliver a sales ready message How to leverage relationships through social networking The CustomerCentric Selling Field Guide to Prospecting and Business Development provides the tools you need to improve prospecting and business development effectiveness Most important it helps you increase productivity win more business and develop lasting relationships with your ideal customers

Trust-Based Selling (PB) Charles H. Green, 2005-12-08 Sales based on trust are uniquely powerful Learn from Charles Green co author of the bestseller The Trusted Advisor how to deserve and therefore earn a buyer s trust Buyers prefer to buy from people they trust However salespeople are often mistrusted Trust Based Selling shows how trust between buyer and seller is created and explains how both sides benefit from it Heavy with practical examples and suggestions the book reveals why trust goes hand in hand with profit how trust differentiates you from other sellers and how to create trust in negotiations closings and when answering the six toughest sales questions Trust Based Selling is a must for anyone in sales is especially invaluable for sellers of complex intangible services

The GUIDE Selling System Michael Koory, 2025-05-03 What if the secret to selling more is to stop selling and to stop following the rules from a typical sales book Why Because your customers don t want to talk to your sales team They don t trust them They don t see the value By the time they reach out they re already choosing between you and five other

competitors driving prices down and making sales a race to the bottom But what if you could change the game In *The GUIDE Selling System* Mike Koory flips the traditional sales script on its head and reveals a customer first approach that eliminates pushy tactics builds trust and positions sales teams as the GUIDEs customers actually want to work with Gaining attention and building trust with new prospects is very difficult in today s sales climate Michael offers practical strategies and an empathetic approach to overcoming the current top of funnel challenges sales professionals across industries face Casey O Neill Vice President of Sales Marketing Instead of hard selling your customers you ll learn how to lead them helping them navigate their challenges make better decisions and see you as a trusted partner not just another vendor Finally a true GUIDE to effective selling which isn t at all about SELLING Michael lays out a simple and compelling process that anyone can follow to become a highly effective professional and not just a sales professional No one wants to be sold but almost everyone can use a GUIDE to lead them to their optimal solution to fix the challenges they are facing This book is a wonderful resource for anyone that wants to provide value to their clients Gregg Richardson COO CFOWhat You ll Discover in This Book Why customers don t think salespeople add value and how to prove them wrong from the first conversation The 1 mistake sales teams make and why it s keeping you from winning high value long term deals A practical repeatable system to create deeper customer engagement shorten sales cycles and improve margins without hard selling How to transform your sales team from order takers to strategic advisors who clients turn to before they even realize they need help Why traditional sales training is failing and the simple shift that will make your team more effective than ever This is not another sales book filled with theory and jargon Instead Koory draws from decades of hands on experience in sales leadership business development and coaching high performing teams His GUIDE Selling System TM is already transforming organizations helping them win more deals retain better customers and create real sustainable growth Working alongside Michael has been an incredible experience His customer centric approach to sales is something every sales professional should aspire to and learn from Michael focuses on building genuine connections and partnerships always prioritizing the customer s needs over simply chasing to close a deal Kanan Banerjee Chief Strategy and Marketing Officer Whether you re a sales professional looking to close more deals a leader trying to fix a struggling sales team or a business owner tired of competing on price this book gives you the roadmap to selling success Are you ready to stop selling and start GUIDE ing *Customer Centered Selling* Robert L. Jolles,1998 Business Week recently hailed Xerox s renowned sales force as the world s best Now its highly successful eight step selling plan is presented by the man who pioneered it It is a book no sales person should be without

CustomerCentric Selling (2nd Edition). Michael T. Bosworth,2000 [The Power of Value Selling](#) Gerard Assey,2024-03-10 In *The Power of Value Selling* discover the transformative approach to sales that will revolutionize your success This book delves deep into the art of selling from the customer s perspective emphasizing the importance of understanding their needs and delivering value that goes beyond price Whether you re a seasoned sales professional or new

to the field this guide offers invaluable insights actionable strategies and real world examples to help you excel in today's competitive market Learn how to build trust uncover customer's need pains deliver value negotiate win win outcomes and uncover up selling and cross selling opportunities that add value and enhance your customer relationships With practical tips and a step by step action plan The Power of Value Selling is your key to unlocking greater sales success and achieving long term customer loyalty

Gap Selling Keenan, 2019-11-05 People don't buy from people they like No Your buyer doesn't care about you or your product or service It's not your job to overcome objections it's your buyer's Closing isn't a skill of good salespeople it's the skill of weak salespeople Price isn't the main reason salespeople lose the sale Gap Selling shreds traditional and closely held sales beliefs that have been hurting salespeople for decades For years salespeople have embraced a myriad of sales tactics and belief systems that have unknowingly created many of the issues they have been trying to avoid such as long sales cycles price objections no decision prospects going dark last minute feature requests and more Success at sales requires more than a set of tactics Salespeople need to understand the game of sales how sales works and what the buyer is going through in order to make the decision to buy change or not to buy not change Gap Selling is a game changing book designed to raise the sales IQ of selling organizations around the world In his unapologetic and irreverent style Keenan breaks down the tired old sales myths causing today's frustrating sales issues to highlight a deceptively powerful new way to connect with buyers Today's sales world is littered with glorified order takers beholden to a frustrated buyer unable to influence the sale and create value Gap Selling flips the script and creates salespeople with immense influence at every stage of the buying process capable of impacting the sales metrics that matter Shorter Sales Cycles Increased Revenue Elevated Deal Values Higher Win Rates Fewer No Decisions More Leads And Happier Buyers Gap Selling elevates the sales world's selling IQ and turns sales order takers into sales influencers

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