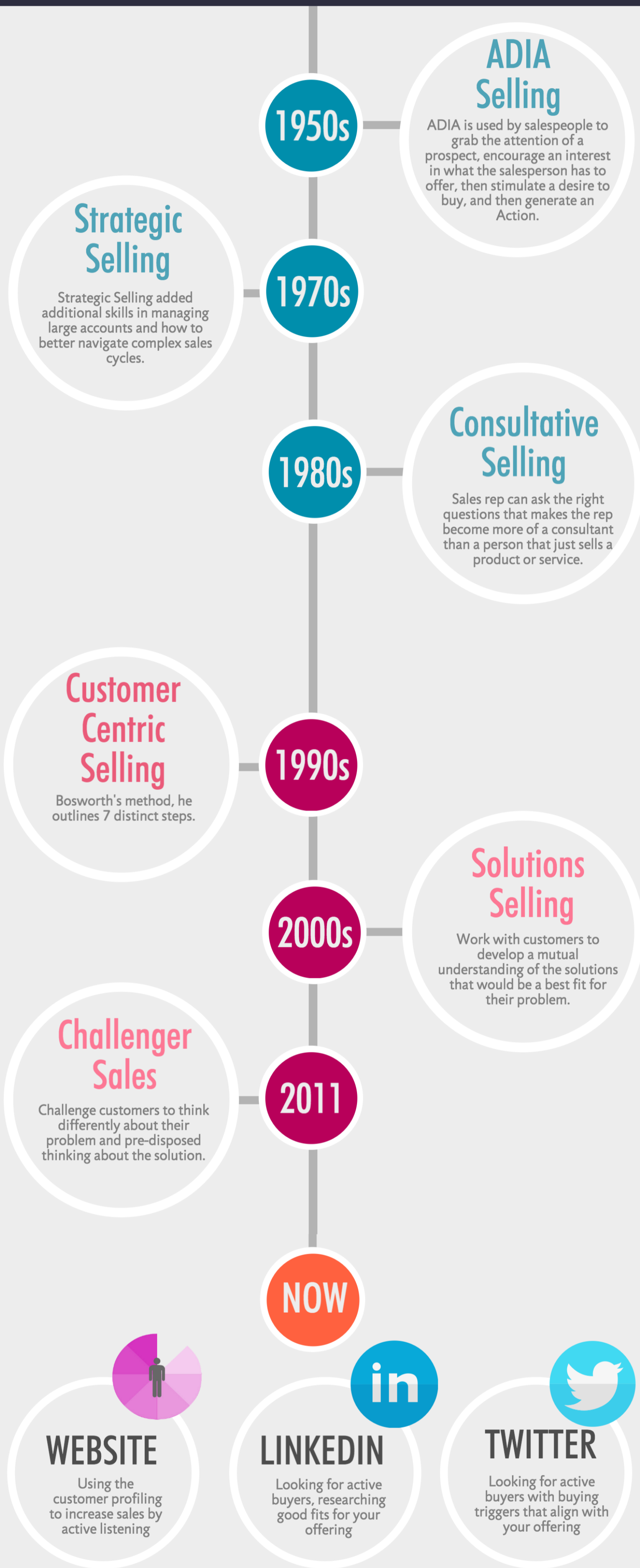


History of Sales Methodologies

Are you using the latest sales methodology to boost your sales?



Active vs. Passive Buyers

How to Sell the Way Prospects Buy



1. Define your buyer's journey.
2. Develop a sales process that supports your buyer's journey.
3. Define your "Identify" process.
4. Define your "Connect" process.
5. Define your "Explore" process.
6. Define your "Advise" process.

SOURCES :

<http://www.matrixmarketinggroup.com>

Grab these FREE resources:

<http://www.matrixmarketinggroup.com/resources>

