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# **Prime Big Deals Tricks Customer Service**

**Wolfgang Guggemos** 

#### **Prime Big Deals Tricks Customer Service:**

Selling Professional and Financial Services Handbook Scott Paczosa, Chuck Peruchini, 2013-11-11 An effective strategic framework for successful face to face selling for financial services industry professionals Times are very tough for people who sell professional services and Selling Professional and Financial Services Handbook offers a new solution proven in practice The book describes methods the authors have used and taught since the 1990s most recently at a major consulting firm where they led a Global Business Development team to revenue gains of 500% over six years in a period that included the recession of 2008 10 The solution is not any new twist on face to face selling techniques or the art of persuasion It s a strategic approach built around a simple fact the markets are tight but far from static Even with lean budgets client companies must respond to urgent changes and emerging threats in their industries Thus they will buy services from the sellers who can help them detect understand and cope with what s coming their way This handbook outlines a systematic way of becoming such a valued resource Readers learn to scan the horizon for early signs of rock ripple events Major changes in the business world often spring from new developments that are little noted or heeded at first by the client companies soon to be affected by them But like a rock dropped in a pond these events set off ripples that sweep through entire industry sectors creating must have service needs The book is written for everyone who sells or is responsible for selling professional services This includes but is not limited to law firms consulting firms finance industry public relations engineering and architectural services Readers who can benefit from the dynamic approach hold a variety of positions They include Attorneys consultants and other practitioners who must sell their services as well as execute CEOs equity partners practice area leaders functional and divisional leaders Private Equity or Venture Capital executives Sales or business development professionals from entry level to senior level Sales and marketing managers But the book is for sellers in every category who need a new and better approach to selling Many even the most skilled simply have not adjusted to the new normal of today's economy They persist with old strategies that cannot be as productive as they once were such as pursuing one off opportunities which are too few and too hard to win in lean times or old style relationship selling which gains little if any traction Selling Professional and Financial Services Handbook gives all such readers a new strategic framework within which to apply their face to face selling skills It is an approach that puts them in position to win so they can sell from ahead of the game instead of struggling to keep up with it Sticky Fingers Steven Fink, 2003-12 Steven Fink has done us all an invaluable service by examining in depth an important type of crisis namely economic espionage Ideally all top corporate executives would do well to read his book to be prepared to combat one of the most significant crises we face Ian I Mitroff Harold Quinton Distinguished Professor of Business Policy and Professor Annenberg School for Communications University of Southern California There is an old saying Business is War and Sticky Fingers shows us just how true that is It presents a sobering message all across corporate America be proactive in mitigating your risks or others will be proactive in exploiting

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