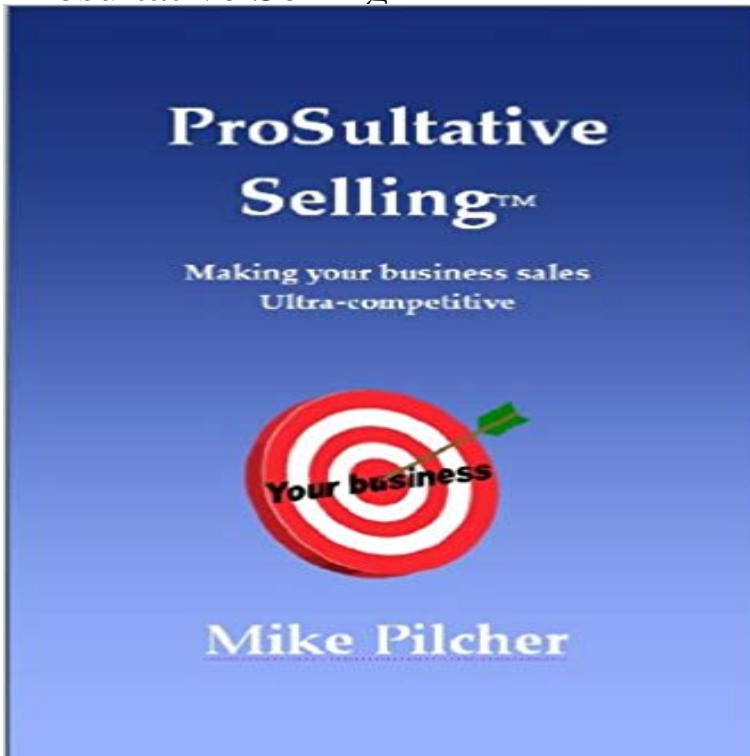


## Prosultative Selling



ProSultative selling fits neatly into this collaboration between sales and marketing teams, and when implemented successfully has been shown to result in shorter sales cycles, greater predictable sales volume and lower production costs in both the near and short term. In simple terms, a ProSultative selling process: Is easy to do business with at all stages-- from a prospects initial discovering of the product to their decision to buy more; Automates any and all interactions with prospects and customers whenever possible; Always makes prospect and customer interaction proactive; Focuses on the very minimum of information and actions a prospect needs to become a customer; Always acts with insatiable urgency; and Iterates incessantly.

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