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Sell Results, Not Features Or Functions: Outcome-Based Offers That Drive Higher Sales Simon

Schroth,2025-04-23 Customers don't buy features they buy results Sell Results Not Features Or Functions teaches you how to shift your sales messaging to focus on the outcomes your customers will experience leading to higher sales and more satisfied customers This book shows you how to position your products or services by emphasizing the benefits and results that customers will get rather than just listing features You'll learn how to craft messaging that speaks directly to your audience's desires how to communicate the transformation your product provides and how to build trust with prospects The book also covers how to use social proof testimonials and case studies to demonstrate the effectiveness of your offers If you want to increase sales by focusing on results rather than features Sell Results Not Features Or Functions gives you the tools to craft outcome based offers that convert

Knowing Nichelle Tinsley Sellers,2019-08-16 She's just met the man of her dreams but he's not who he said he was Neither is she Until they get a second chance to make a first impression Is he a sophisticated big city lawyer or an easygoing small town woodworker And if she's not a career driven high powered attorney then who is she Can Buck and Nichelle find trust enough to discard their masks and discover just how alike and in love they really are He's only got one rule no lawyers She's a lawyer Burned by experience Buck's got a rule for a reason After walking away from a lucrative legal position he's found peace in Beckley Farm life is simple and his woodworking business is thriving He's not interested in trading his work boots for wingtips and rejoining the rat race He's ready to settle down and she's the most compelling woman he's ever met Even if she is a lawyer She's only got one requirement no a holes He's an a hole After a disastrous encounter in a trendy bar Nichelle is convinced that he's a bulky mass of beard and bad attitude She's got a sleek car luxurious condo and elegant designer clothes Family comes first and her legal career is on the fastest track She's never met a problem she needed help solving but he sees the painful truth beneath her polished facade Even if he is an a hole They're perfect together They just don't know it yet Welcome to the small town world of Beckley Michigan The two lane roads are long and winding the many lakes are cool and blue and the dense forests are green and shaded Summer gives way to russet autumn and fall becomes icy winter The weather's getting colder but things are heating up for all your favorite characters The people are warm friendly smart funny and very very real When you need a place to call home Beckley welcomes you and sometimes the family you choose is as strong as the bonds you're born with If you like small town romance you'll like Beckley If you like smart heroines who balance demanding professional careers with a commitment to family friends and finding love then you'll definitely like it here If you like strong sexy hard working heroes who have not so secret soft spots for kids dogs and classic cars you may find that you never want to leave Knowing Nichelle is the third in the Beckley's Daughters Romance series It can be read as a stand alone story but continuing readers will recognize many of the characters and locations This series is recommended for adult readers and contains explicit language and intimate situations

Accepting Aerin Tinsley Sellers,2018-11-16 Former Chicago Cubs third baseman Chet Coakley needs a quiet place to write the last novel in his best selling series When a freak accident ends his baseball career Chet finds his second chance writing a series of retro detective novels He s on a deadline and can t afford a distraction especially not in the form of a vivacious blonde innkeeper who challenges everything he believes about himself Professional chef Aerin Buckholtz owns a vintage lodge and fifteen cabins on a secluded lake in the Michigan woods Betrayed by her best friend and self conscious about her appearance Aerin believes that romance isn t meant for her She s building her business and working to earn good reviews seems safer than admitting her attraction to a handsome former athlete who feels far out of her league Can Aerin and Chet learn to see themselves through each other s eyes and accept a love neither one saw coming

Healing Heather Tinsley Sellers,2018-07-20 She s going 120mph in a 65 zone and if driving even faster could change history Professor Heather Harris would floor it She s on a collision course with Sergeant Brian Daniels a state trooper determined to slam the brakes on his own heartache In one short year Heather Harris has lost it all her family her fianc her home her job Everything but her pride and her unmistakable purple muscle car Summer break at the lake cottage she inherited from her grandparents should provide the solitude and reflection she craves but she soon finds that no matter where she goes there he is the state trooper whose passion for fast cars won t stop him from enforcing the speed limit Brian Daniels embraces his small town slow paced lakeside life After years of heartbreak at the hands of his first love he s finally free A gorgeous brunette fast driving and karaoke singing physics professor offers an exciting diversion Opposites attract but the sudden appearance of a blonde on a Harley threatens to throw a monkey wrench in the works Will the promise of the future be stronger than the pull of the ghosts from his past

Modality and language acquisition: How does the channel through which language is expressed affect how children and adults are able to learn? Richard P. Meier,Christian Rathmann,Aaron Shield,2023-12-19

Luxe Looks Mia Winslow,2025-09-11 Step Into a World Where Elegance Meets Affordability Imagine transforming your wardrobe without draining your savings This book offers a refreshing perspective on style that proves luxury doesn t have to come with a hefty price tag Discover how to craft a high end look using smart choices rather than expensive splurges From timeless essentials to the subtle power of perfectly chosen accessories every page guides you toward mastering a wealthy appearance on a budget Explore the secrets behind selecting fabrics that elevate your look and learn how color and fit can dramatically shift how others perceive you This is your chance to shop smart finding hidden gems online and offline that look like a million bucks without the steep cost Whether you re dressing for professional success casual elegance or special occasions the strategies presented help you project confidence and sophistication effortlessly Beyond clothing grooming and personal care tips ensure your polished image shines through Tailoring hacks and capsule wardrobe designs make keeping your style fresh and custom fitted easy sustainable and wallet friendly With special insights for diverse skin tones and hair types this guide embraces all who crave that luxe aura By blending timeless style with practical advice this book empowers

you to build a wardrobe that speaks volumes about your taste and ambition without compromise Your journey to affordable elegance starts here transform your look your confidence and the way the world sees you *Getting Gamers* Jamie Madigan, 2015-10-16 Video games are big business They can be addicting They are available almost anywhere you go and are appealing to people of all ages They can eat up our time cost us money even kill our relationships But it's not all bad This book will show that rather than being a waste of time video games can help us develop skills make friends succeed at work form good habits and be happy Taking the time to learn what's happening in our heads as we play and shop allows us to approach games and gaming communities on our own terms and get more out of them With sales in the tens of billions of dollars each year just about everybody is playing some kind of video game whether it's on a console a computer a web browser or a phone Much of the medium's success is built on careful though sometimes unwitting adherence to basic principles of psychology This is something that's becoming even more important as games become more social interactive and sophisticated This book offers something unique to the millions of people who play or design games how to use an understanding of psychology to be a better part of their gaming communities to avoid being manipulated when they shop and play and to get the most enjoyment out of playing games With examples from the games themselves Jamie Madigan offers a fuller understanding of the impact of games on our psychology and the influence of psychology on our games *Private Label Product Launch 2025: Full Guide for Beginners* Julian Xavier Morales, 2025-07-01 Launch Your First Private Label Product in 2025 Step by Step Dreaming of your own brand on Amazon Shopify or Etsy Private Label Product Launch 2025 shows you how without prior product experience Build brand and sell a product that stands out all while controlling quality profits and growth What You Will Accomplish Discover High Demand Products with Profit Potential Learn proven research methods to identify low competition trending items so you don't waste time or money Top sellers like Red Mikhail and Eli Gordon use the same techniques Find Vet Reliable Suppliers Vet overseas and local manufacturers assess samples negotiate pricing and avoid costly mistakes with ready made checklists Create a Standout Brand Package Master simple design and messaging frameworks for logos labels and unboxing that attract customers and build loyalty Set Up a Tiny Marketing Machine Launch your listing with perfect product photos SEO optimized titles bullet points and Amazon ads that push your product to the front Scale Smart Sustainably From restocking deadlines to managing cash flow and offered variants learn how to scale without sacrificing margins or quality Why This Book Is a Must Have Beginner Friendly Blueprint No confusion no fluff from concept to first sale every step is laid out clearly Data Backed Not Wishful Thinking Based on real tactics from bestselling product authors and case studies by sellers making consistent five figure months Profit Driven Purpose Not a how to start only this smart guide keeps profitability top of mind throughout Updated for Today Includes 2025's marketplace changes platform policies ad landscape product compliance all in one current guide What You Get Transformational Benefit Everyday Result Fast Launch Confidence No guessing your roadmap leads from product idea to active listing in weeks Stand

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