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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

Offer Stacking Amelia Green,AI,2025-03-03 Offer Stacking reveals how businesses can dramatically increase revenue and customer satisfaction by strategically crafting offers with irresistible bonuses and clever bundling The book emphasizes that in today s competitive landscape a great product alone isn t enough customers crave enhanced value By mastering offer architecture businesses can transform ordinary transactions into powerful experiences boosting sales conversions and fostering brand loyalty The book delves into bonus amplification strategic bundling and offer architecture providing a framework for maximizing perceived value For example instead of simply discounting businesses can bundle complementary products or create limited time offers to incentivize immediate action Offer Stacking distinguishes itself by presenting a step by step methodology for designing and optimizing offers moving beyond basic freebies to a strategic approach aligned with business goals The book begins by exploring value perception before progressing through bonus strategies bundling techniques and offer design It culminates with case studies and templates for various industries ensuring readers can implement these strategies immediately By thoughtfully structuring offers businesses can minimize reliance on costly marketing campaigns and build lasting customer relationships

Managed Entry Agreements and Funding for Expensive Therapies Mondher Toumi,Szymon Jarosławski,2022-06-24 Market entry agreements MEA for pharmaceuticals have become extremely popular and widespread geographically Emerging countries that have not yet begun to introduce MEAs are now actively engaged in doing so This book examines the concept of MEAs detailing how depreciation of some specific regenerative therapies through intangible asset amortization is unavoidable The authors provide a historical vision of the development of MEAs with experiences failures and successes that have shaped the evolution and place of MEAs in access to pharmaceuticals They provide an extensive review of MEA typology and propose a new one that is pragmatic and actionable FEATURES Discusses the affordability of future therapies and the possible challenges for health insurance systems Addresses the practical and applied issue of market access and includes the most up to date developments such as the Pelosi bill Describes the potential paradigm change that will challenge all payers and may question the sustainability of our health care systems Highlights the gradual move from repeated treatment administration to a single administration with the potential for a definite cure Managed Entry Agreements and Funding for Expensive Therapies provides invaluable information to all stakeholders involved in market access and to students in the field

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