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"Black Friday. Don't Shop Until You Drop. The Smart Shopper's Playbook" Farida Sokolowska, 2024-11-26

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Sell Results, Not Features Or Functions: Outcome-Based Offers That Drive Higher Sales Simon Schroth, 2025-04-23

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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

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