



Solution Selling

Benjamin Franklin Finkel

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Selling Fieldbook helps you integrate the plan's nuts and bolts techniques into your own day to day practices and immediately gain access to key decision makers diagnose buyers business issues and increase top line sales Building on the processes principles and management systems outlined in The New Solution Selling this practitioner's workbook features A complete step by step blueprint for sales success A trial copy of Solution Selling software A valuable Solution Selling CD ROM that includes tools templates and sales letters Includes Exclusive Solution Selling Software on CD ROM More than 120 work sheets on negotiating opportunity assessments implementation plans and more Letters e mail templates Coaching on Solution Selling techniques Import export capabilities Links to more Solution Selling content [The Collaborative Sale](#)

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