

# Keith\_eades\_solution\_selling

## **The New Solution Selling The Revolutionary Sales Process**

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- According to Keith M Eades the founder and president of Sales Performance International and Solution Selling Inc a solution is a mutually agreed upon answer to a recognized problem that also provides some measurable improvement

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## **Solution selling Wikipedia**

- Solution selling is a sales methodology Rather than just promoting an existing product the salesperson focuses on the customer s problems and addresses the issue with appropriate offerings product and services

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## **By Keith M Eades The Solution Selling Fieldbook**

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