

WHAT IS ACTIVSelling?

To effectively sell to organizations, the unique ACTIVSelling process has been developed to provide a roadmap for a top-down selling approach. This approach has, at its core, the training, methods, and tools that ensure your product or service gets the buy-in and sponsorship it needs in order to be successful.

ACTIVSelling is proven to be effective in:

Securing Appointments

Gaining Top Down Endorsement

Developing Winning Account Strategies

Strategically Position Product/Company

Neutralizing the Competition

Delivering Killer Value Propositions

Preservation of Value Pricing

THE BENEFITS OF ACTIVSelling

Your sales organization and representatives will save time, energy, and money if they start their sales process with ACTIVSelling. Rather than selling into their comfort zone and spending months fighting their way up the organization, only to be told no.

Clients have reported that the benefits of adopting and exploiting the ACTIVSelling approach to be:

Better Understanding of Prospects

Closing More Incremental Sales

Shortening Selling Cycles

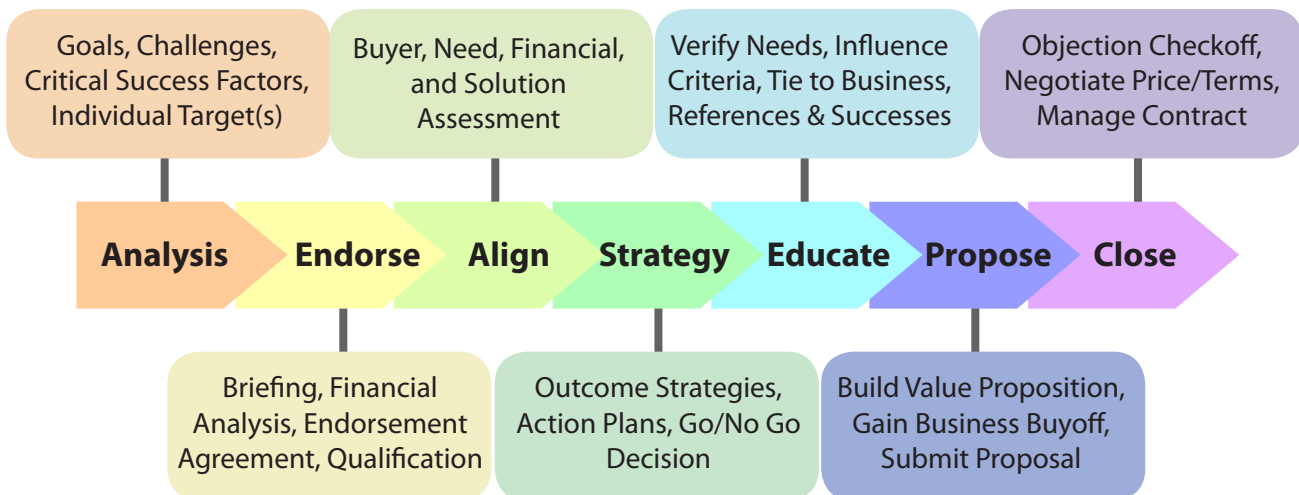
Closing More Large Deals

Selling to the Business Need

Becoming a Standard to your Customer

Developing Long-Term Relationships

ACTIVSelling process is made up of seven components, each containing its own methods and outcomes. When all process elements are used together, the sales team is able to consistently succeed in meeting or exceeding quota, improving account and territory management, reach new levels of personal productivity, and grow customer satisfaction.



LEAD LIKE NEVER BEFORE.™