

# 13 Highly Effective Sales Techniques



Establishing Trust and Rapport



Storytelling in Sales



Solution Selling



Upselling and Cross-selling



The Consultative Approach



The Challenger Sale



Cold Outreach Mastery



SPIN Selling



Referral Selling



The Sandler Selling System



Value-based Selling



The Inbound Selling Method



The Fear-Of-Missing-Out (FOMO) Technique

# Effective Selling Techniques 101

**David M. Brownstone**



## Effective Selling Techniques 101:

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communication with customers depends on body language and listening skills as well as voice and diction Customers may present several hurdles from objection to evasion but proper handling can lead to sales Add on sales such as related items or service are also possible and keeping in touch with customers can lead to future sales *Motorcycle Illustrated* ,1921

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