

The Better Salesperson

Bo Bennett

The Better Salesperson:

Iceberg Selling: Become a Better Salesperson by Looking Below the Surface Karl Becker,2023-10-31 Close more deals by understanding what your customer really wants Too often we hear the message that selling is shallow In reality it s the opposite The most effective salespeople are the ones who dive deeper who prioritize relationships and stay focused on the big picture of what they re playing for Iceberg Selling is a technique based on the understanding that for every person company and situation you can only see 10% of what s really going on Using single serving lessons and real life anecdotes you ll learn a series of mindsets and best practices that show you how to explore that 90% hidden underwater By practicing Iceberg Selling you will bring more value to customers deepen your connections and take your sales and life to a higher level

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