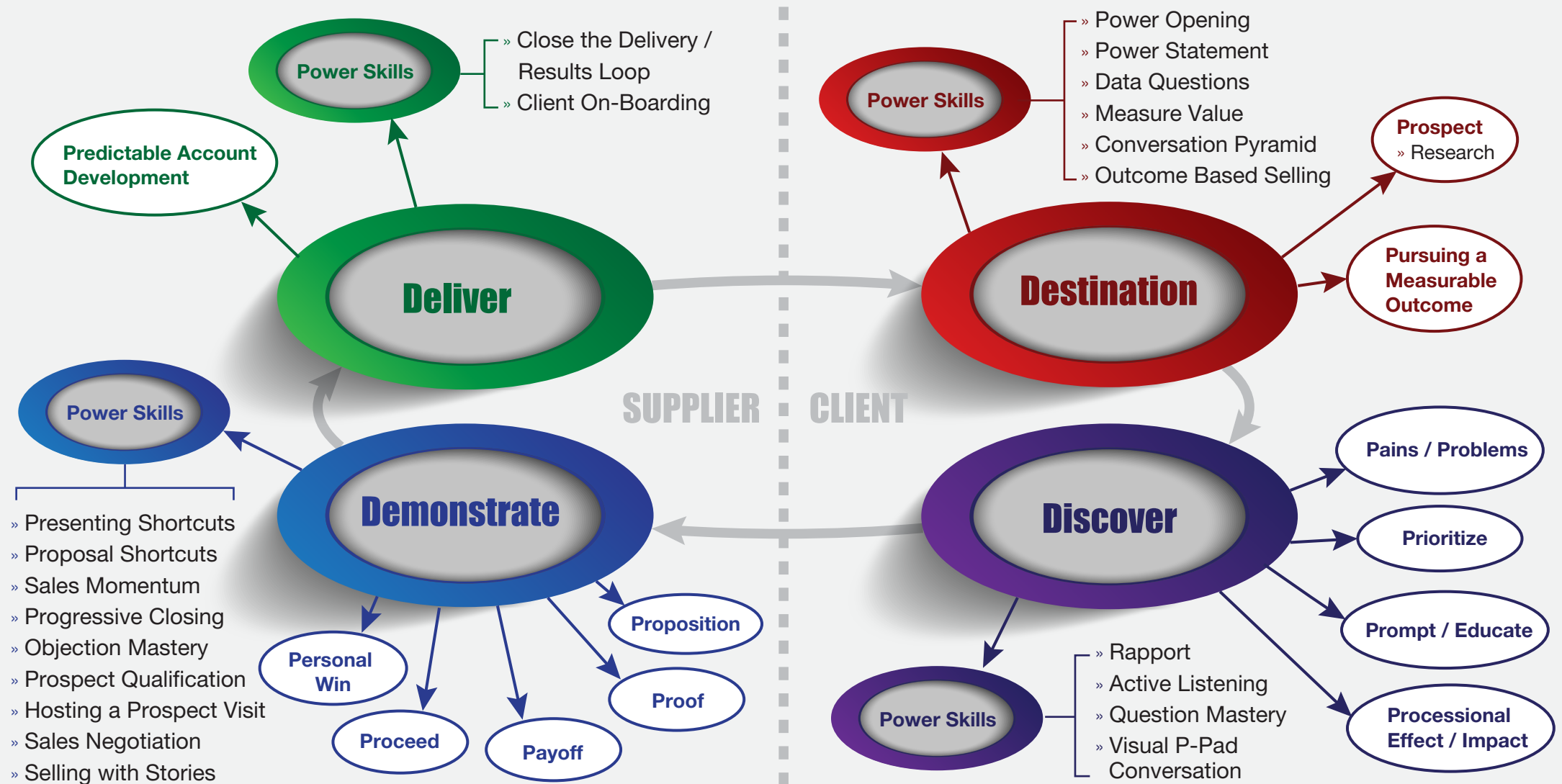


The NEW PX12 Consultative Selling System

How To Turn An Ad-Hoc Sales Process Into A Proven, Predictable And Repeatable Selling System



CORE CONCEPTS

» Selling: Helping Clients Achieve Outcomes

» Problem Before Product

» Metric The Message

» Listen Actively

» Method Matters

» No Difference Creates Indifference

» Be A Value Creator

» Strategy, Systems, Skills

» Qualify For Quality

» Practice For Mastery