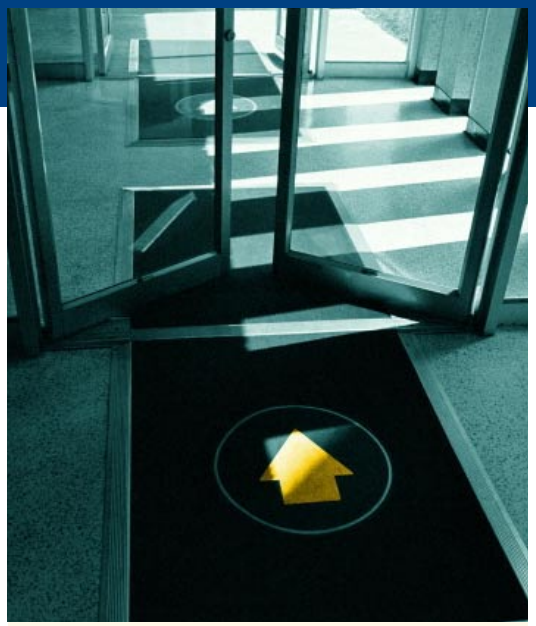
ValueScope™

The power-tool to open even the toughest doors

Selling to the customer's bottom-line is the most effective strategy in large account sales. Once a client realizes the positive financial impact of the purchase, many sales close themselves.



ValueScope™ is a unique program that achieves three basic goals:

1. Increases your margins
2. Improves your closing ratio
3. Opens lucrative opportunities, even in down markets

ValueScope™ achieves these results by:

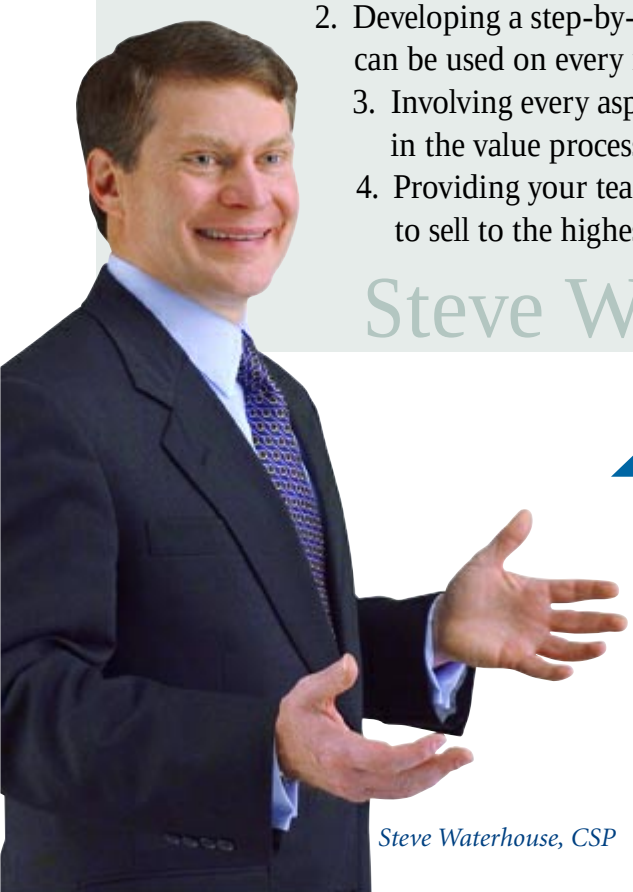
1. Finding value beyond the obvious, thus expanding client support
2. Turning your sales process into a business building process for the client
3. Quantifying all values to eliminate subjective competitive tactics

ValueScope™ will change your organization by:

1. Showing your sales professionals why this approach is effective
2. Developing a step-by-step process that can be used on every major sale
3. Involving every aspect of your company in the value process
4. Providing your team with effective tools to sell to the highest levels

This one or two day program is ideal for companies selling large-ticket products or services. Seasoned sales professionals will find a new and effective technique in ValueSelling™ and beginners will learn the right way to sell. During this highly interactive program, your sales team will work on real accounts and develop strategies they can apply the next day.

Steve Waterhouse



Steve Waterhouse, CSP

WATERHOUSE GROUP

Putting The Force Back Into Sales

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Ask us how we can customize this program to meet your needs and goals. Call us today at **1-800-57-LEARN** or email **info@stevewaterhouse.com.**

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