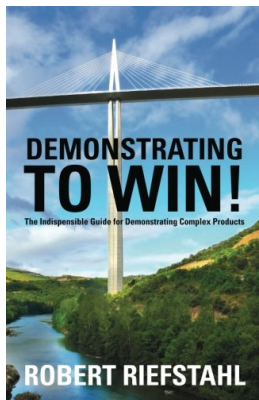


[PDF] Demonstrating To Win!: The Indispensable Guide For Demonstrating Complex Products

Robert Riefstahl - pdf download free book



Books Details:

Title: Demonstrating To Win!: The In
Author: Robert Riefstahl
Released:
Language:
Pages: 342
ISBN: 0615477097
ISBN13: 9780615477091
ASIN: 0615477097

[**CLICK HERE FOR DOWNLOAD**](#)

pdf, mobi, epub, azw, kindle

Description:

The demonstration or presentation of complex products like technology or medical devices is like leading a person over a treacherous ravine. Throughout a demo or presentation, your prospect wants to run back to the relative safety of their existing world. This book will help you comfortably

lead your prospect to your solution and make you the best demonstrator and presenter in your field!

Tactics that you will find useful include:

- Identifying and avoiding Demo Crimes
- Winning demo techniques like "Tell-Show-Tell"
- Building a value case for your solution
- Managing your audience and reading their personalities
- Creating winning themes
- Performing differentiating Web demos and presentations
- Conducting high value Discoveries
- Managing your room environment
- Winning teamwork techniques

We are an idea company that has built a deep set of actionable techniques and strategies derived from years of working with the most innovative and successful companies in the world. Our clients include Microsoft, SAP, Oracle, IBM, Getinge and many others. We adapted the ideas in this book based upon training thousands of highly paid, highly experienced professional demonstrators and presenters in every region of the world thus making it globally applicable and effective. We understand that the very best ideas are judged by their impact, and our clients validate the impact of our concepts through increased sales effectiveness every day. Don't miss out on this opportunity to truly differentiate your products and services.

- Title: Demonstrating To Win!: The Indispensable Guide for Demonstrating Complex Products
 - Author: Robert Riefstahl
 - Released:
 - Language:
 - Pages: 342
 - ISBN: 0615477097
 - ISBN13: 9780615477091
 - ASIN: 0615477097
-