

CROSS-SELLING SUCCESS

*A Rainmaker's Guide to
Professional
Account
Development*

F O R D H A R D I N G

Cross Selling Success A Rainmakers Guide To Professional Account Development

L Darling-Hammond



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McLaughlin,2009-08-06 An innovative approach to winning more profitable sales in the growing professional services industry In recent years professional services providers have had to rethink their sales methods and adapt to profound changes in the way clients buy services In response **Winning the Professional Services Sale** argues for fundamental changes in the seller s mindset and sales strategies Rather than pressing the sale salespeople must help clients buy the way that works best for each client This new approach gives buyers what they now want in a services seller a consultative problem solver change agent and solution integrator all rolled into one Author Michael McLaughlin presents a strategy for winning new business with a holistic approach to each client relationship Only by fully understanding a sale from every angle including its impact on the client s business and career can salespeople thrive in the new era of the service economy

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Johnston,2018-06-14 Professional Selling Types Approaches and Management is an essential guide that covers the role of professional selling as part of an organization s integrated marketing system It presents in detail the various types of professional selling functions as well as the process of presenting a product to a customer and closing a sale It describes how a professional salesperson should follow up after a sale in order to maintain customer satisfaction and develop a long term relationship This professional reference goes global too by discussing sales and negotiation activities in different cultures The book does more than discuss the steps of selling it also includes comprehensive information about what it takes to manage key accounts as well as salespeople especially recruitment training compensation and evaluation It features exercises cases and role playing to achieve its objectives Salespeople and managers alike will benefit from the knowledge and guidance provided in Professional Selling Types Approaches and Management **Consultants & Consulting**

Organizations Directory: Descriptive listings and indexes ,2009 Small Business Sourcebook ,2010 Bull's-Eye!

The Ultimate How-To Marketing and Sales Guide for CPAs Tracy C. Warren,2016-11-21 Sponsored by PCPS and the Association for Accounting Marketing Whether your firm is getting back into the full swing of marketing and you are looking for some new ideas to jumpstart your sales efforts or you are getting serious about business development for the first time this book is designed for you Its purpose is to inspire teach and provide you with practical insight to help build results oriented marketing and sales programs in your organization Bull s Eye is a collaboration of 37 of the industry s most successful marketing and sales minds Collectively these gifted professionals have served as pioneering practitioners inside the profession and as outside advisors and thought leaders for hundreds even thousands of CPAs and their firms They give you an insider s view of what it takes to build marketing initiatives that produce results Through the principles best practices and case studies shared in the book you can see success doesn t happen by chance but through careful planning development and implementation of well designed processes systems and tools This compendium of marketing know how shows you how to build your marketing team implement marketing techniques that get you noticed connect the dots between marketing and sales measure results and much much more Books in Print Supplement ,2002 **The British National Bibliography**

Arthur James Wells,2005 **Financial Services Sales Handbook** Clifton Warren,2025-05-21 The Financial Services Sales Handbook Second Edition A Professional s Guide to Becoming a Top Producer is an essential roadmap for financial professionals This second edition highlights the evolving landscape of financial services sales including the rise of digital communication virtual networking and the importance of a client centric approach in today s competitive market Designed for both seasoned professionals and newcomers this handbook provides actionable strategies to master the art of selling financial services sales Key features include Build and maintain a robust sales pipeline while fostering long term client relationships Position yourself as a trusted advisor with tailored value propositions and effective cross selling strategies Align your sales tactics with client needs to drive organic growth and build loyalty Packed with insights and tools this handbook

equips you to excel in a competitive environment Creating Rainmakers Ford Harding, 2012-06-28 Every manager of a professional firm realizes that generating leads and landing new clients are critical components of any successful business venture But transforming accountants architects attorneys consultants engineers and other professionals into client generators is not always easy to do Divided into two comprehensive parts The Rainmaker Model and The Elements of Rainmaking Creating Rainmakers outlines all the steps you should take to turn your professional staff into a powerful team of sales winners Filled with in depth insight and practical advice this book will show you how to Generate leads Build a strong network of contacts Master a variety of sales techniques Develop capable successors to current rainmakers And much more Based on more than 100 interviews with the principals of professional firms including many of today s preeminent rainmakers this valuable guide has the information you need to help your company succeed **The Firm of the Future** Paul Dunn, Ronald J. Baker, 2012-06-12 Provides accountants in small and medium sized firms the tool to expand services beyond attest and compliance functions Shows how to transition to other professional services that clients value Provides a pro forma business plan for mapping a three to five year plan for the transition to a successful practice Positions consulting as an extension to traditional services not just an alternative Includes many real world examples of accountants who have made a successful transition to new services discussing the challenges and the results achieved Focuses on quality of life issues and how to get there Focusing on Clients Frank E. Brennan, 1990 Making Partner John R. Sapp, 2002 This straightforward book tells how to manage your opportunities and ultimately be selected as the obvious candidate for partner when the time comes Cleveland Bar Journal , 1994 *Cross-Selling Financial Services* Clifton T. Warren, 2017-12-05 This book is about generating profitable revenue from existing clients and converting part time clients into 100 percent full time clients Professionals and firms that offer financial services want to enjoy continued organic growth and maximize the value of their business Retaining and developing existing clients is one of the challenges they encounter in the process The financial services industry is currently facing several key challenges increasing competition industry consolidation rapidly changing technology a soft market for rates premiums and fees and an increasing number of regulatory requirements All these factors make it difficult for firms to produce consistent positive organic growth This book is a follow up to the author s previous book *The Financial Sales Handbook A Professionals Guide to Becoming a Top Producer* Although this book is an extension of the first readers can be confident in approaching it as a stand alone book *Cross Selling Financial Services A Professional s Guide to Account Development* is for experienced professionals and firms who want to protect their existing top clients and revenue and maximize the long term growth and profitability of their business The book will also help professionals to sharpen their account development capabilities It is designed to be the nucleus for corporate training programs as well as a guide for self employed professionals who must market and sell to stay in business

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