



Selling with Integrity: Reinventing Sales Through Collaboration, Respect, and Serving

Sharon Drew Morgen

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Selling with Integrity introduces The Morgen Buying Facilitation Method?, the first wholly new sales paradigm based on the idea that buyers have their own answers. Teaching sellers to support buyers' buying patterns, rather than teaching new selling patterns, international speaker and entrepreneur **Sharon Morgen** offers step-by-step guidelines, practical how-to's and numerous examples of this remarkably effective method in action. Using Buying Facilitation, you can: * Get to the right person immediately

- * Eliminate unqualified prospects on the first call
- * Facilitate a buyer's solution-finding process
- * Stop rejection and objections
- * Decrease sales cycle by at least 50%, increase revenue by 200 to 500%.

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