

# SPIN Selling

**S**

**SITUAÇÃO:**

Colete informações sobre seu cliente.

**P**

**PROBLEMA:**

Ajude o prospect a identificar suas principais dores.

**I**

**IMPLICAÇÃO:**

Apresente as consequências de não resolver esse problema.

**N**

**NECESSIDADE:**

Mostre o cenário ideal com o uso da sua solução, mas de modo que ele conclua sozinho o que é melhor.

# Spin Selling

**M Mosston**



**Spin Selling:**

Fuel your quest for knowledge with is thought-provoking masterpiece, **Spin Selling** . This educational ebook, conveniently sized in PDF ( \*), is a gateway to personal growth and intellectual stimulation. Immerse yourself in the enriching content curated to cater to every eager mind. Download now and embark on a learning journey that promises to expand your horizons. .

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