

# SPIN SELLING

<b>S</b>	<b>Situation</b>	Gather factual information about the prospect's current situation	How do you currently handle [process]?
<b>P</b>	<b>Problem</b>	Identify problems or pain points the prospect is experiencing.	What challenges are you facing with your current [solution]?
<b>I</b>	<b>Implication</b>	Shows why the problem needs to be solved	What impact does this problem have on your overall productivity?
<b>N</b>	<b>Need Payoff</b>	Guides the prospect to conclude the importance of solving the problem	What impact does this problem have on your overall productivity?

# Spin Selling

**J Rink**



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