

SPIN SELLING

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

Spin Selling

Neil Rackham



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