

The Multiplier Sale™

An Authentic Approach to Selling Beyond the Numbers

The 8-Step Process to Transform Your Sales Results

Practice the Multiplier process! Advance every deal by asking yourself these eight key questions to help you stay focused and keep your sales process on track.


1



Prioritize: Understand the market and your ideal customer.

How should I **prioritize** my business?

5



Offer: Make the deal.

What will my **offer** consist of?

2



Connect: Build relationships with decision makers.

How will I **connect** with prospects?


6



Deliver: Provide exceptional service.

What will I **deliver** beyond the transaction?


3



Engage: Meet people where they are.

How do I best **engage** decision makers?

7



Manage: Own the process.

How will I **manage** my book of business?


4



Solve: Develop and refine solutions.

How will I **solve** unique customer challenges?

8



Measure: Define what good looks like.

How will I **measure** what matters?

Post this next to your desk or workspace as a reminder to practice the process!

Want more? Follow  @multiplierhannah for sales tips and training!