

2025 RESOLUTIONS BINGO

16 Sell with the Buyer's Perspective challenges

Know how to overcome
Hidden Competitors

Use **Connect Calling** to get appointments with your dream prospects

Learn how **3rd party research** will back up your next business growth idea for your customer

Use **Show-Verify-Ask** to gain **credibility** at your next prospect meeting

At your next phone call, **let your customer discover** a business growth opportunity

Inspire a sales colleague to read min. 5 *thesalesadvice* blogs about **better prospecting**

Send an agenda for five of your next week customer meetings

Do a 180 degree flip of your prospecting strategy

Learn the skills needed to **gain consensus from the buying room**

Discover why your influencing increases when **talking about risks of not changing**

Negotiations? **See Procurement as part of the solution**, not part of your problem

Read 5 blogs to understand why **selling is helping**. Apply these skills at your next prospecting meetings

Learn why **storytelling** is the most effective insight sharing method

Have you moved on from **Solution Selling**?

Do the Big **Selling with the Buyer's Perspective Quiz**

Apply the **Pipeline Shuffle** before the end of January