

## Value Engagement

## Value Discovery & Selling

1. Prospect Engagement

2. Lead Qualification & Conversion

3. Initiate Outcome-centric Cycle

4. Uncover Business Challenges

5. Align on KPI Impact / Outcomes

6. Link Their Value Story to Your Solution

## Value Delivery

Track & Evolve Success Plan

Create Success Plan

9. Negotiate, Win & Close

8. Empower Your Champion

7. Co-create Their Business Case



Expand /  
Up-sell /  
Cross-sell



# Software Alternatives That Actually Works Proven Strategy For Selling

**Roger Hayen, Roger L. Hayen**



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