

# Various types of value-added selling strategies

This slide covers major categories of value-added selling strategies such as product, service, process, relationship, experience, knowledge, etc. It also includes details such as type, description, suitability, and benefit for customer and seller.



### What is Value-added Selling?

Sales strategy that focuses on identifying and meeting the unique needs and requirements of a customer instead of simply selling a product or service

| Type                             | Description   | Best Fit  | Benefit for Customer  | Benefit for Seller   |
|----------------------------------|---|---|---|--|
| Product value-added selling      | <ul style="list-style-type: none"><li>Enhancing features or capabilities of a product to provide additional value</li><li>Add text here</li></ul>   | Physical products or services with room for improvement           | <ul style="list-style-type: none"><li>Improved functionality and increased value</li></ul>                | <ul style="list-style-type: none"><li>Increased sales</li><li>Build customer loyalty</li></ul>         |
| Service value-added selling      | <ul style="list-style-type: none"><li>Providing additional services that complement the product or service being sold</li><li>Add text here</li></ul>   | Services that can be enhanced with additional offerings           | <ul style="list-style-type: none"><li>Access to additional services and support</li></ul>                 | <ul style="list-style-type: none"><li>Increased sales</li><li>Add text here</li></ul>                  |
| Process value-added selling      | <ul style="list-style-type: none"><li>Improving the process of the customer's business to provide additional value</li><li>Add text here</li></ul>  | Any product or service that can help improve a customer's process | <ul style="list-style-type: none"><li>Increased efficiency and cost savings</li></ul>                     | <ul style="list-style-type: none"><li>Increased sales</li><li>Add text here</li></ul>                  |
| Relationship value-added selling | <ul style="list-style-type: none"><li>Building long-term relationships with the customer by providing exceptional customer service and continuously looking for ways to add value</li><li>Add text here</li></ul> | Any product or service  | <ul style="list-style-type: none"><li>Stronger relationship with customer and increased loyalty</li></ul> | <ul style="list-style-type: none"><li>Build customer relationships</li><li>Add text here</li></ul>     |
| Experience value-added selling   | <ul style="list-style-type: none"><li>Providing a unique and memorable experience to the customer</li><li>Add text here</li></ul>   | Services or luxury products                                       | <ul style="list-style-type: none"><li>Unique and memorable experience</li></ul>                           | <ul style="list-style-type: none"><li>Increased revenue</li><li>Improved customer experience</li></ul> |
| Knowledge value-added selling    | <ul style="list-style-type: none"><li>Providing the customer with expert knowledge, advice, or insights that can help them to improve their business</li><li>Add text here</li></ul>                              | Services or products where the seller has specialized knowledge   | <ul style="list-style-type: none"><li>Access to expert knowledge and advice</li></ul>                     | <ul style="list-style-type: none"><li>Increased sales</li><li>Increased customer trust</li></ul>       |

# Value Added Selling

**Ndubisi, Nelson Oly,Nwankwo, Sonny**

## Value Added Selling:

Value Added Selling Thomas P. Reilly, 2003 In a marketplace too often focused on price Value Added Selling provides sales professionals with a market proven approach for selling customers on the inherent value of a product Based on a value selling model proven to work across industries and product lines this step by step book explains how to define value in the client's terms orient a pitch to fit the client's needs and close the deal It gives sales pros the tools and confidence they need to now and forever deemphasize price in the selling equation *Value Added Selling Techniques* Thomas P. Reilly, 1987

**Value-Added Selling: How to Sell More Profitably, Confidently, and Professionally by Competing on Value, Not Price 3/e** Tom Reilly, 2010-04-16 Your customers have come a long way since Value Added Selling was published twenty five years ago More knowledgeable proactive and price conscious they regularly scour the Internet for low prices and have come to expect much more for each dollar they spend Now Tom Reilly has updated his sales classic to address a marketplace where slashing deals has become the standard response to buyers' addictions to bargain basement prices Used to great success for more than two decades and through every type of economy Reilly's pioneering value added sales method operates according to two simple rules Add value not cost sell value not price It's the only way to protect your profit margins with today's customers Value Added Selling provides the strategies and tactics you need to not only close more sales but to improve repeat business by understanding buyers' needs from their perspective and defining value accordingly Reilly then helps you Build a master plan that clearly directs your selling efforts Create sales tools that help you communicate your value Develop and execute effective value added sales calls Connect with and sell to decision makers at the highest levels Increase customer retention by continuously creating new value There's nothing stopping you from joining the armies of salespeople who choose to compete on price You can always lower your price and land a few sales But at what cost If you want to sell more products or services more profitably to more people you must resist this temptation and begin focusing on value Use Value Added Selling to consistently deliver meaningful value to your customers compete at a higher level than your competition and protect your profits in any kind of economy

**Value-Added Selling, Fourth Edition: How to Sell More Profitably, Confidently, and Professionally by Competing on Value—Not Price** Tom Reilly, Paul Reilly, 2018-07-27 The global go to guide that started the Value Selling Revolution now updated for today's market Value is about more than just price Good salespeople understand that and know what differentiates their products from that of competitors In the first edition of Value Added Selling industry guru Tom Reilly tackled the most common problem that salespeople faced overcoming customer concerns about pricing That book went on to become the global go to guide for value added selling Since then the industry and the world has changed dramatically Developments in technology including price comparison apps and search engines now provide consumers with more information than ever making it much harder to value and sell your product Additionally millennials who now comprise the largest population in the workforce prefer to do things differently than prior generations

This updated fourth edition of Reilly's classic guide examines the latest trends and technology that have impacted the market and provides expert advice on leveraging current technology to increase sales. Value Added Selling 4th Edition offers proven strategies and tactics to help you not only close more sales but improve repeat business without compromising on price. You'll learn how to anticipate the needs, wants, and concerns of buyers from the very beginning of the sales process. The book shows how to compete more profitably by selling value, not price.

Value-Added Selling: How to Sell More Profitably, Confidently, and Professionally by Competing on Value, Not Price 3/e Tom Reilly, 2010-03-22

Your customers have come a long way since Value Added Selling was published twenty-five years ago. More knowledgeable, proactive, and price-conscious, they regularly scour the Internet for low prices and have come to expect much more for each dollar they spend. Now Tom Reilly has updated his sales classic to address a marketplace where slashing deals has become the standard response to buyers' addictions to bargain basement prices. Used to great success for more than two decades and through every type of economy, Reilly's pioneering value-added sales method operates according to two simple rules: Add value, not cost; sell value, not price. It's the only way to protect your profit margins with today's customers. Value Added Selling provides the strategies and tactics you need to not only close more sales but to improve repeat business by understanding buyers' needs from their perspective and defining value accordingly. Reilly then helps you build a master plan that clearly directs your selling efforts. Create sales tools that help you communicate your value. Develop and execute effective value-added sales calls. Connect with and sell to decision makers at the highest levels. Increase customer retention by continuously creating new value. There's nothing stopping you from joining the armies of salespeople who choose to compete on price. You can always lower your price and land a few sales. But at what cost? If you want to sell more products or services more profitably to more people, you must resist this temptation and begin focusing on value. Use Value Added Selling to consistently deliver meaningful value to your customers, compete at a higher level than your competition, and protect your profits in any kind of economy.

**The Value Added Organization**  
Thomas P. Reilly, 2000

The Psychology of Selling Secrets Pasquale De Marco, 2025-07-16

In the cutthroat world of sales, success hinges upon one's ability to persuade, influence, and connect with customers. The Psychology of Selling Secrets unveils the hidden dynamics of human behavior, empowering you with the tools to unlock the full potential of your salesmanship. Drawing from the latest research in psychology, neuroscience, and behavioral economics, this comprehensive guidebook delves into the captivating realm of sales psychology, revealing the intricate dance between buyer and seller. You'll discover the art of building unshakeable trust, effortlessly overcoming objections, and closing deals with finesse, all while gaining a deeper understanding of the psychological triggers that drive purchasing decisions. Whether you're a seasoned sales professional seeking to elevate your skills or an aspiring entrepreneur eager to leave your mark, this book serves as your ultimate guide to mastering persuasion and achieving unparalleled success. Each chapter offers invaluable insights into the human psyche, teaching you how to forge genuine connections with customers, identify their hidden needs and desires, and

guide them seamlessly towards the purchasing decision Through a blend of engaging storytelling actionable strategies and practical advice The Psychology of Selling Secrets equips you to thrive in any sales environment You ll learn to read people like an open book anticipate objections before they arise and skillfully navigate the delicate art of negotiation leaving a trail of satisfied customers and soaring profits in your wake Embrace the challenge step into the arena of sales and unleash the untapped power within you Let this book be your trusted guide as you embark on a transformative journey to sales mastery leaving a lasting legacy of success and customer satisfaction If you like this book write a review      *Velocity Selling* Bob Urichuck,2014-05-06 The Bottom Line Sales are the lifeline to your bottom line To succeed in sales you need to do the opposite of selling Most organizations today realize the economy has brought on a shift from selling during the boom times to attracting engaging and empowering the new economy of buyers to buy One absolute fact is that traditional and consultative sales methods no longer work Businesses are experiencing slower sales sales cycles are too long sales professionals lose control of the sales process and businesses bottom lines are behind projections Velocity Selling will help you learn a non traditional buyer focused sales system that will boost your sales volume while contributing to your bottom line As opposed to teaching selling skills it teaches you how to facilitate the buying process by putting your focus on the buyer and how to attract engage and empower them to buy As simple as A B C D it starts with building a solid foundation Attitude belief in yourself your organization and the buyer Behavior effective habits toward yourself your organization and the buyer Competencies a systematic approach to engaging and empowering buyers to buy if they are qualified Disciplines practices that need to be maintained for continuous success Yes you can increase your bottom line while shortening your sales cyc you can be in control of the sales process while building and maintaining relationships that will become your secondary sales force Without buyers there are no sales no revenue no organization no jobs But buyers are everywhere What are you doing to help them buy Sales Velocity Your Bottom Line Our Passion      Contemporary Selling Mark W. Johnston,Greg W. Marshall,2013-08-15 Published in previous editions as Relationship Selling the latest edition of Mark Johnston and Greg Marshall s Contemporary Selling Building Relationships Creating Value continues to set the standard for the most up to date and student friendly selling textbook available anywhere today The latest edition incorporates a new chapter on social media and technology enabled selling as well as a new chapter on selling globally To support student engagement the book also features Expert Advice chapter openers showing how each chapter s sales concepts are applied in the real world In chapter Ethical Dilemmas that help students identify and handle effectively the numerous ethical issues that arise in selling Mini cases to help students understand and apply the principles they have learned in the classroom Role plays at the end of each chapter enabling students to learn by doing Special appendices on selling math and developing a professional sales proposal Video material available on the Companion Website featuring new content with sales experts discussing best sales practices from a recent PBS special on selling produced by Chally Group Worldwide Further resources for instructors and students are

available at [www.routledge.com/cw/johnston/9780415523509](http://www.routledge.com/cw/johnston/9780415523509)      How to Sell Value Pedro Luiz Roccato, 2016 Leading international sales consultant Pedro Roccato has trained thousands of sales professionals on how to provide a highly differentiated buying experience to their customers in order to close more sales. The book arms sales professionals in any industry on how to sell on value not price which is a necessary tool in today's competitive sales landscape. Sales professionals will learn about how to diagnose their customer's needs, the importance of value added sales, sales perception, and how to produce a value added proposition.      **A new era of Value Selling** Thomas Menthe, 2019-04-04 With this book Thomas Menthe provides new insights into the era of value selling which has been the Number 1 method in selling complex products and services. Today customers are expecting more while paying less and the value of your offer is defined by the customer not by the seller. Data is the new oil; the new digital age allows different ways with technology like machine learning to better analyze customer journeys, get insights, predict behaviors, and personalize communication to improve customer retention. Digitalization will change the buying behavior much more towards e-commerce and self-service consultation with the support of sales robots. Value can be created from data which needs to be structured, analyzed, and used for the individual customer engagement. Does this mean the end of the sales representative and solution sales? Value is not based solely on product dimensions; much more emotional value created counts during the decision-making process. The new era of value selling explains how value can be made tangible by the value quotient and ways to generate rational and emotional ROI for customers through story telling and relationship benefits. Value is always first on the buyer's mind and the new value selling concept will dramatically improve your business and show how to respond to the customer of tomorrow. Thomas Menthe MBA is a sales expert, experienced seller, recognized speaker, and author of many publications about customer value, new ways of selling, selling strategy, leadership, and coaching. His best-selling book *Kundennutzen* has sold thousands of copies and others are available in their 4th edition. He served global companies like Bearing Point, Canon, Carlsberg, Cisco Systems, Global Knowledge, KWS, Microsoft, RIM, Xerox, and others.      *The Value-added Tax* United States. Congress. Joint Economic Committee, 1972      Sales 101 Wendy Connick, 2019-09-17 Learn the ins and outs of sales techniques with this comprehensive and accessible guide that is the crash course in how to sell anything. Sometimes it seems like learning a new skill is impossible. But whether you are interested in pursuing a full-time sales career, want to make extra money with sales as a side hustle, or are just looking to turn your hobby into a business, everyone can benefit from knowing how to sell. With *Sales 101* you can start selling now. This clear and comprehensive guide is perfect for those who are just starting out in the sales field. Presented with a casual and an easy-to-understand tone, it gives you the information and training you need to get started. *Sales 101* teaches the basic sales philosophies and tactics that have been successful for centuries along with newer, more up-to-date information about using the internet and social media to find leads and increase your customer base. Whether you need guidance in making a presentation or closing a deal, to handling rejection or managing your time, *Sales 101*

shares the best advice and solutions to prepare you for a career in the sales field      **Visionary Selling** Barbara Geraghty,1998 In an era of corporate downsizing and stringent budgets finding the rights sales approach is more crucial than ever This book presents an innovative approach to sales success which challenges salespeople to sell beyond the product to achieve a long term alliance with their customers      **Advanced Sales Management Handbook and Cases**

Linda Orr,2012-04-23 Advanced Sales Management Handbook and Cases Analytical Applied and Relevant will fill the need in the market for a solid case work role play and activity book It has been written by sales teaching professionals and sales executives The life experiences of professionals with varied experiences will provide students with a solid foundation for learning This will give college professors from around the world a better opportunity to ensure quality of learning The book is intended to be supplemental to any other sales management text on the market but could be used alone in an advanced sales management or marketing analytics course in which the students already have the base theoretical knowledge The various cases role plays and experiential exercises in this book will follow the same topical structure of other sales management texts so that any sales management instructor can readily adopt this supplemental book For many of the cases actual data has been given so that students are required to use and understand analytical software      Why Killer Products Don't Sell Ian Gotts,Dominic Rowsell,2009-10-01 Coming from conversations with executive teams of technology companies venture capitalists and M A advisers the insights contained in Why Killer Products Don t Sell are gold dust First the book lays bare the claim that sales is sales is sales It exposes the 4 very different Buying Cultures and how they should be approached Value Offered Value Added Value Created and Value Captured But it also gives a proven methodology for assessing a company s product mix offering vs buying culture and a transformation approach to optimize sales and improve competitiveness

*Small and Medium Enterprises: Concepts, Methodologies, Tools, and Applications* Management Association, Information Resources,2013-04-30 This book provides a comprehensive collection of research on current technological developments and organizational perspectives on the scale of small and medium enterprises Provided by publisher      **Enterprise**

**Development in SMEs and Entrepreneurial Firms: Dynamic Processes** Ndubisi, Nelson Oly,Nwankwo, Sonny,2013-02-28 In order to increase the economic opportunities available enterprise development plays a crucial role in the progression of socio economic development for small and medium enterprises Enterprise Development in SMEs and Entrepreneurial Firms Dynamic Processes explores the process of enterprise development and its reconstruction of entrepreneurial identities critical competencies as well as market turnaround for SMEs This book aims to be a critical resource in the understanding of enterprise strategies adopted and lessons learned for management development It is a successful resource for students researchers and professionals interested in the growth SMEs      **New Sales Speak** Terri L. Sjodin,2001-05-10 A nationally recognized presentation coach offers her prescription for giving persuasive presentations This valuable primer was written for managers and selling professionals who give one to one presentations Terri Sjodin pinpoints

the nine biggest mistakes presenters make including lack of preparation providing too much information being boring an over reliance on visual aids quirky body language and inappropriate dress and shows them how to avoid making them More importantly she provides priceless pointers on how to build a persuasive case and to deliver it with savvy and how to find the energy enthusiasm and creativity needed to complete the sale The book features a unique focus on how to develop and deliver persuasive messages Plus it provides step by step guidance on developing and employing the communications skills needed to be a successful presenter

### **Sales Management Essentials You Always Wanted To Know** Vishal

Desai,2022-04-08 Do you want to know about various sales promotion tools to maximize sales revenue in your organization Are you looking for ways to handle conflict situations in sales management Do you want to know why sales force management is so important Sales Management Essentials You Always Wanted To Know is a ready reckoner on sales management fundamentals and their practical applications Sales Management Essentials contains everything you need to know about Sales Management In this book you will learn why and how sales and marketing are different and the wide range of sales channels you can use to sell your products If you ve been focused on only selling your product and not your product concept this book will teach you how Yes there s a difference If you want to conduct sales promotions and need effective sales promotion techniques this book will provide what you require This book will help you to Understand all aspects of sales management functions Learn how to manage the sales channels and sales force Discover the relationship between sales and marketing Study various selling tools sales techniques and sales strategies Explore various sales promotion activities to increase sales Learn channel conflict management and resolution skills The book is an ideal pick for young managers entrepreneurs and graduate students who wish to acquaint themselves with all the aspects of sales management It is also an excellent teaching aid for the academic fraternity and industry professionals About the Series Sales Management Essentials is part of the Self Learning Management Series that is designed to help students professionals and entrepreneurs learn essential management lessons This series of books is written by industry experts who have combined their vast work experiences into relevant concise and practical handbooks that appeal to learners from all spheres of life



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### **Value Added Selling Introduction**

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**Value Added Selling :**

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