

The Maverick Selling Method Simplifying The Complex Sale

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The Maverick Selling Method Simplifying

The Maverick Method is a powerful and unique selling method that provides the complete picture of how complex sales work. The Method has been researched, developed and practiced over a twenty-year period. We have studied and modeled over one hundred of the most successful salespeople.

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Feb 27, 2016 Gisela Hausmann rated it it was amazing. "The Maverick Selling Method: Simplifying The Complex Sale", penned by Brian Burns, Host of "The Brutal Truth About Sales & Selling"-PodCast, excels because the reader can feel the passion Burns has for his topic.

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The Maverick Selling Method focuses on complex B2B sales. Though it is not how Brian Burns organizes it in the book, in my mind the book breaks down the method into three areas: Attitudes, Characteristics and Process.

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The Maverick Method teaches looking holistically at the sale, and to deal with all of it's parts. Brian won't say this, but I will.. Being a true maverick in sales is more than a 9 to 5 job, it requires motivation and dedication to understanding your company, your customer, your industry, your market, and your competitors.

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The Maverick Selling Method: Simplifying the Complex Sale by Brian Burns 3.64 avg rating — 83 ratings — published 2009 — 3 editions

Books by Brian Burns (Author of The Maverick Selling Method)

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