

METAPHORICALLY SELLING



How to Use the Magic of Metaphors to
Sell, Persuade, & Explain Anything to Anyone

Anne Miller

Author of "The Power of Metaphors" and "The Art of Metaphors"

Metaphorically Selling

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Metaphorically Selling Anne Miller, 2004 You might say that author Anne Miller is like a homeowner who strikes oil while digging a ditch in the backyard In this book she shares knowledge she refined from more than 20 years of distilling metaphors Her book leaves little doubt that metaphors can fuel the engines of your sales success Its pages are full of colorful persuasive anecdotes and analogies that follow one another like racecars coming out of Turn Four at Daytona If you doubt whether her advice will apply to the rubber meets the road realities of sales just take Miller s ideas out for a test drive Her primary expertise is in presentations not sales which may explain why her roadmap note the extended metaphor to success is so much more creative than most sales advice Miller s book leaves many other tomes in the dust getAbstract com thinks sales professionals who read this book and master the art of the metaphor should get ready to take a victory lap or two

Summary of Metaphorically Selling by Anne Miller getAbstract AG, 2005-07-19 You might say that author Anne Miller is like a homeowner who strikes oil while digging a ditch in the backyard In this book she shares knowledge she refined from more than 20 years of distilling metaphors Her book leaves little doubt that metaphors can fuel the engines of your sales success Its pages are full of colorful persuasive anecdotes and analogies that follow one another like racecars coming out of Turn Four at Daytona If you doubt whether her advice will apply to the rubber meets the road realities of sales just take Miller s ideas out for a test drive Her primary expertise is in presentations not sales which may explain why her roadmap note the extended metaphor to success is so much more creative than most sales advice Miller s book leaves many other tomes in the dust getAbstract com thinks sales professionals who read this book and master the art of the metaphor should get ready to take a victory lap or two This officially licensed summary of *Metaphorically Selling* was produced by getAbstract the world s largest provider of book summaries getAbstract works with hundreds of the best publishers to find and summarize the most relevant content out there Find out more at getabstract.com **Metaphorically Selling** Anne Miller, 2004 Billions of dollars are left on the table and hundreds of ideas fail to get off the ground every day because of the over communicated society in which we live Salespeople Managers Consultants CEOs even the President of the U S are constantly challenged to pierce through this information clutter to get others to see the unique value of their services explanations and propositions Metaphors solve that problem Join the ranks of five star metaphor makers and salespeople like Ronald Reagan Jack Welch and Steve Jobs Learn how to weave the magic of metaphor into your business arguments to sell an idea clear up confusion shake up indifference close a sale vaporize objections wow an audience inspire action and make your point With more than two hundred and fifty examples from contemporary business politics and media *Metaphorically Selling* provides a unique Four Step Model to show anyone easily and quickly how to become a master of metaphor **SNAP Selling** Jill Konrath, 2010-05-27 Selling is tougher than ever before Potential customers are under extreme pressure to do more with less money less time and fewer resources and they re wary of anyone who tries to get them to buy or change

anything Under such extreme conditions yesterday's sales strategies no longer work No matter how great your offering you face the daunting task of making yourself appear credible relevant and valuable Now internationally recognized sales strategist Jill Konrath shows how to overcome these obstacles to get more appointments speed up decisions and win sales with these short fused frazzled customers Drawing on her years of selling experience as well as the stories of other successful sellers she offers four SNAP Rules Keep it Simple When you make things easy and clear for your customers they'll change from the status quo Be iNvaluable You have to stand out by being the person your customers can't live without Always Align To be relevant make sure you're in synch with your customers objectives issues and needs Raise Priorities To maintain momentum keep the most important decisions at the forefront of their mind SNAP Selling is an easy to read easy to use guide for any seller in today's increasingly frenzied environment

Clean Language Wendy Sullivan, 2008-10-24 This book will teach you a new way to communicate which gets to the heart of things By asking Clean Language questions to explore the metaphors which underpin a person's thinking you can help people to change their lives in a way that intrinsically respects diversity and supports empowerment Both you and they will gain profound new insights into what makes them tick The approach was originally used to help clients to resolve deep trauma It is now being used to get to the truth and to solve complex problems by some of the sharpest and most innovative people in the world coaches business people educators health professionals and many others

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