

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 Power of Metaphors"

Metaphorically Selling

Anne Miller



Metaphorically Selling:

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

Dirty Little Secrets Sharon Drew Morgen, 2009-10 What is stopping you from closing all of the sales you deserve to close Hint it's not you not your solution and not the buyer It's the sales model itself Now in this revolutionary book written by the visionary and NYTimes Business Bestseller Selling with Integrity go behind the scenes with the buyer and learn all of the details that go on off line prior to a purchase And learn the 12 dirty little secrets that are part of the sales model that actually prevents buyers from buying Dirty Little Secrets why buyers can't buy and sellers can't sell and what to do about it breaks down the entire buying decision process and offers a complete understanding of how buyers buy the steps they go through the systems issues they must manage internally the types of decisions they must make And learn how the sales model manages merely the last action that buyers take before they adopt a solution Moving beyond her 7 other highly acclaimed books on her revolutionary Buying Facilitation R model her new book goes to the heart of the buying decision with great examples and a complex case study to teach the model Selling with Integrity reviews Finally a sales paradigm which supports our spiritual values and lays the foundation for the shifts occurring in business today Ken Blanchard coauthor of The One Minute Manager Morgen's Buying Facilitation R is light years ahead of the rest of the field Philip Kotler author of Marketing Management Dirty Little Secrets reviews Because of this book we'll never be able to go back to the old way of selling It teaches us how buying decisions are made missing from the industry until now This book is too big to push under the rug It's crystal clear and easy to understand and necessary for any serious sales professional Jeff Blackwell Founder SalesPractice.com This book is a dead on analysis of how buying

decisions get made Anne Miller author *Metaphorically Selling* Sharon Drew has turned traditional sales thinking upside down and has provided a tactical roadmap for sellers to help buyers get the internal buy in necessary to buy Michael Norton Founder CanDoGo.com *Dirty Little Secrets* takes us inside our buyer's decision making process where we discover factors they need to address prior to buying most of them having nothing to do with our solution Jill Konrath author *Selling to Big Companies* Revealing the secret to how people really buy has been untouched until now *Dirty Little Secrets* delivers powerful insights and practical thinking that transform not only selling but all forms of decision making Lee J Colan author *Sticking to It* Having pioneered the new sales paradigm more than two decades ago Sharon Drew is back with a very human accessible and powerful approach Britton Manasco Principal Manasco Marketing Partners This is not a business as usual book but a dramatic change in how we sell Someday Buying Facilitation R will be a natural part of our sales process Reg Nordman Managing Partner Rocket Builders *Dirty Little Secrets* is a must read for all senior executives Morgen explains why sales fails and provides deep insight into how customers decide Mark Dallmeir CEO The ROBB Group Holdings Sharon Drew's Buying Facilitation R model is the only approach that manages the off line decision making We've used her process for 10 years and our revenues have grown consistently *Dirty Little Secrets* should be on the desk of every CEO and sales professional Jack Hubbard CEO St Meyer Hubbard Social entrepreneurs and progressives get uncomfortable about sales techniques and wary of manipulating people *Dirty Little Secrets* teaches how to serve customers with no persuasion or manipulation how to do good make money and keep integrity intact Gil Friend CEO Natural Logic *The American Dream and Dreams Deferred* Carlton D. Floyd, Thomas Ehrlich Reifer, 2022-11-14 *The American Dream and Dreams Deferred* A Dialectical Fairy Tale shows how rival interpretations of the Dream reveal the dialectical tensions therein Exploring often neglected voices literatures and histories Carlton D Floyd and Thomas Ehrlich Reifer highlight moments when the American Dream appears both simultaneously possible and out of reach In so doing the authors invite readers to make a new collective dream of a better future on socially just multicultural and ecologically sustainable foundations **Fifty-four Pick Up** Shmuel Herzfeld, 2012 There is no issue too controversial for Rabbi Shmuel Herzfeld as he seamlessly connects ideas and themes of the Torah to the major issues of our times What does the Torah say about homosexuality What is the agunah crisis and what can we do about it How do we effectively combat intermarriage Is our justice system truly just In this collection of thoughts about the fifty four weekly Torah portions Rabbi Herzfeld shows us how the Torah can guide us and inspire us in our daily lives Why is giving away your pillow the best way to get a good night's sleep Should the Internet be used for bar mitzvah lessons How can you be a good parent What would you do if you had only five minutes to live Rabbi Herzfeld is confident and proud of his Jewishness His enthusiasm and unabashed love for the Torah is contagious and his Jewish pride shouts out from every page Warning If you read this book you will be infected by Rabbi Herzfeld's love of Torah **The Fabric of Society** Ralph Ross, Ernest van den Haag, 1957 **Advertising & Selling**, 1930 **Training the Retail Clerk to Sell Your**

Product Ruth Leigh,1927 Advertising and Selling ,1915 **New Individualist Review** ,1981 Accelerate the Sale: Kick-Start Your Personal Selling Style to Close More Sales, Faster Mark Rodgers,2011-07-01 Open the throttle on your sales potential and leave your competitors in the dust Selling today can be brutal You need to rev it up if you want to close more deals Accelerate the Sale shows how to Qualify Buyers Using Just Two Well Selected Words Develop Your Marketplace Superiority Acquire unparalleled persuasive language techniques Whether you sell B2B or B2C use Accelerate the Sale to power your sales success from 0 to 60 in no time flat Praise for Accelerate the Sale I drive exotic cars and it s an interesting coincidence that Mark talks about speed acceleration and roaring to the finish line This book is not a theoretical guide but rather a practical companion It s a high performance learning vehicle Alan Weiss author of Million Dollar Consulting Great book It s loaded with golden nuggets throughout each chapter Add the Street Smarts and Accsellerators sections and you have the new A to Z quick reference for sales success Greg Heichelbech CEO Triumph North America Any serious student of sales and sales leadership would do well to reflect on the wisdom Mark Rodgers has packed into this book Bob Althoff President of the world s oldest Harley Davidson dealership A D Farrow Harley Davidson This powerful practical book based on proven real life experience shows you how to make the sale faster and easier than ever before Brian Tracy author of The Psychology of Selling Advertising and Selling Fortnightly ,1924 **The Burroughs Clearing House** ,1923
American Druggist ,1910 American Druggist and Pharmaceutical Record ,1910 **Teaching Nursing Care of Chronic Illness** Pamela Minden,Colleen Gullickson,2005 Print CourseSmart **Parliamentary Debates** New South Wales. Parliament,1906

Unveiling the Magic of Words: A Review of "**Metaphorically Selling**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their ability to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Metaphorically Selling**," a mesmerizing literary masterpiece penned by way of a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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Table of Contents Metaphorically Selling

1. Understanding the eBook Metaphorically Selling
 - The Rise of Digital Reading Metaphorically Selling
 - Advantages of eBooks Over Traditional Books
2. Identifying Metaphorically Selling
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Metaphorically Selling
 - User-Friendly Interface
4. Exploring eBook Recommendations from Metaphorically Selling
 - Personalized Recommendations
 - Metaphorically Selling User Reviews and Ratings
 - Metaphorically Selling and Bestseller Lists

5. Accessing Metaphorically Selling Free and Paid eBooks
 - Metaphorically Selling Public Domain eBooks
 - Metaphorically Selling eBook Subscription Services
 - Metaphorically Selling Budget-Friendly Options
6. Navigating Metaphorically Selling eBook Formats
 - ePub, PDF, MOBI, and More
 - Metaphorically Selling Compatibility with Devices
 - Metaphorically Selling Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Metaphorically Selling
 - Highlighting and Note-Taking Metaphorically Selling
 - Interactive Elements Metaphorically Selling
8. Staying Engaged with Metaphorically Selling
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Metaphorically Selling
9. Balancing eBooks and Physical Books Metaphorically Selling
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Metaphorically Selling
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Metaphorically Selling
 - Setting Reading Goals Metaphorically Selling
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Metaphorically Selling
 - Fact-Checking eBook Content of Metaphorically Selling
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

-
- Utilizing eBooks for Skill Development
 - Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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