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They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep.

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What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong.

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The Challenger Sale Taking Control of the Customer

Buy eBook - \$14.99. Get this book in print. Penguin.com; Amazon.com; The Challenger Sale argues that classic relationship building is a losing approach

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The CHALLENGER SALE Taking Control of the

sales leaders understand it, they say, Of course! It s counterintuitive, but it makes sense. I should have known. The logic you ll find in The Challenger Sale leads to the inescapable conclusion that this is very dif-ferent thinking and it works. I m not going to spoil their story by telling either the details or the punch line.

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The Challenger Sale argues that classic relationship-building is the wrong approach. Every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average performance, only one - the Challenger - delivers consistently high performance.

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The Challenger Sale Taking Control of the Customer

The Challenger Sale is not a bad book, especially when directed to the right audience, but that is where I had trouble with it. I picked it up as a general manager of a small business, and found that although some of the ideas were good, and the research interesting, it was not very applicable in my situation.

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