



# ProSultative Selling - The Death of the Consultative Salesperson

*Mike Pilcher*

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## **ProSultative Selling - The Death of the Consultative Salesperson** Mike Pilcher

ProSultative Selling proves Darwin happens even in the business to business selling environment. The book describes how the days of protracted and reactive consultative selling is over. The new sales process is evolving into a proactive transfer of information, focused on providing the buyer the information they require in the right format, at the right place, at the right time.

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