Add-On Selling or Cross-Selling

Listen

Listening your customers' can help you understand how to provide for their needs or concerns. Even if they are looking to only invest in a specific product or service, you may still be able to give them some extra value that they hadn't known they needed.

Anticipate your Customers Needs

Once you know what your customer is looking for, you can think ahead on what they may need to compliment the item they have been seeking.

Value and Savings

Let your customers know what value they are being provided or how much they could now be saving by making them knowledgeable on what products or services is available to them.

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