

How does the Miller Heiman sales process work?

- Grab your blue sheet
- State your single sales objective
- Map out your buying influences
- Consider your strengths and red flags
- Create your win results statement
- List your ideal customer criteria and score yourself
- Create your plan of action
- Seek out any additional information you need
- Continue to update your plan until your deal is done

The Miller Heiman Sales Process



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Miller Heiman Training Manual

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Miller Heiman Training Manual:

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evaluation of process impact and outcome Section 3 provides manuals and programs for interventions effectively provided as group activities Section 4 explains how to design a full programme that integrates therapeutic interventions with group programmes as well as services provided by other agencies The final section looks at peer support and self help providing manuals and resources that support programmes and interventions not requiring professional or practitioner direction

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