

Articles Written By Dan Seidman, SaleAutopsy.com

Dan Seidman is a regular writer for Independent Agent Magazine where he pens the Deal Breakers column. Here are some articles published elsewhere in 2002.

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*Each of the articles is in Adobe Acrobat's PDF format. If you need Adobe Acrobat this is where you will find it.

1. Teaching Consequences to Prospects - An innovative, highly effective selling strategy

Featured in Stephen Covey's Sales & Marketing Excellence

2. Proposals Allow Prospects to Steal Your Brainpower

(Including the TOP TEN list of reasons why a prospect demands a proposal)

Featured in the Business Marketing Association's Business to Business Marketer

3. How Memorable are You?

On standing apart from the sales dogs hounding buyers all day long

Featured in Business Network International's SuccessNet Online

4. Educating Customers is Ignorant

Featured in the I-Sales Discussion Group

5. The Three Best Ways To Sell In The Current Recession (and why only one of them works)

Featured in Credit Union Executives Society's CUES FYI award-winning Newsletter

6. How to Find Your Exact Buyer (in LARGE Quantities) on the World Wide Web

An online targeting strategy for SalesAutopsy.com visitors