

# Various types of value-added selling strategies

This slide covers major categories of value-added selling strategies such as product, service, process, relationship, experience, knowledge, etc. It also includes details such as type, description, suitability, and benefits for customer/seller.



## What is Value-added Selling?

Sales strategy that focuses on identifying and meeting the unique needs and requirements of a customer instead of simply selling a product or service

Type	Description	Best Fit	Benefit for Customer	Benefit for Seller
<b>Product value-added selling</b>	<ul style="list-style-type: none"> <li>Enhancing features or capabilities of a product to provide additional value</li> <li>Add text here</li> </ul>	Physical products or services with room for improvement.	Improved functionality and increased value.	<ul style="list-style-type: none"> <li>Increased sales</li> <li>Build customer loyalty</li> </ul>
<b>Service value-added selling</b>	<ul style="list-style-type: none"> <li>Providing additional services that complement the product or service being sold</li> <li>Add text here</li> </ul>	Services that can be enhanced with additional offerings.	Access to additional services and support.	<ul style="list-style-type: none"> <li>Increased sales</li> <li>Add text here</li> </ul>
<b>Process value-added selling</b>	<ul style="list-style-type: none"> <li>Improving the process of the customer's business to provide additional value</li> <li>Add text here</li> </ul>	Any product or service that can help improve a customer's process.	Increased efficiency and cost savings.	<ul style="list-style-type: none"> <li>Increased sales</li> <li>Add text here</li> </ul>
<b>Relationship value-added selling</b>	<ul style="list-style-type: none"> <li>Building long-term relationships with the customer by providing exceptional customer service and continuously looking for ways to add value</li> <li>Add text here</li> </ul>	Any product or service.	Stronger relationship with customer and increased loyalty.	<ul style="list-style-type: none"> <li>Build customer relationships</li> <li>Add text here</li> </ul>
<b>Experience value-added selling</b>	<ul style="list-style-type: none"> <li>Providing a unique and memorable experience to the customer</li> <li>Add text here</li> </ul>	Services or luxury products.	Unique and memorable experience.	<ul style="list-style-type: none"> <li>Increased revenue</li> <li>Improved customer experience</li> </ul>
<b>Knowledge value-added selling</b>	<ul style="list-style-type: none"> <li>Providing the customer with expert knowledge, advice, or insights that can help them to improve their business</li> <li>Add text here</li> </ul>	Services or products where the seller has specialized knowledge.	Access to expert knowledge and advice.	<ul style="list-style-type: none"> <li>Increased sales</li> <li>Increased customer trust</li> </ul>

# Value Added Selling Techniques

**SB Merriam**



**Value Added Selling Techniques:**

## **Value Added Selling Techniques** Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Value Added Selling Techniques**," compiled by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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