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Just F Ing Demo Tactics For Leading Kickass Product Demos

Just F*ing Demo (Book Summary) 1. HELP SET A GREAT AGENDA: YOU-THEY-YOU. A good agenda is the key to all good product demos. You are leading them down... 2. THE 5 MINUTE DISCOVERY. Before determining what YOU are going to demo or what YOU want from the conversation, you... 3. FAST FORWARD TO THE ...

*Just F*ing Demo (Book Summary) - SellingSherpa*

In Just F*ing Demo!, Rob Falcone outlines the tactics that help him lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. This intentionally brief book will teach readers: How to structure a demo; How to ask questions that uncover what your audience truly cares about; How to translate audience needs into a flow that is extremely easy to follow; How to use simple but powerful interpersonal tactics within the demo itself.

*Just F*ing Demo! on Strikingly*

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Making matters worse, those leading the demos can rarely afford to spend months at a time figuring out how to improve their success rates. In Just F*Ing Demo!, Rob Falcone outlines the tactics that helped him overcome these challenges, lead clear, relevant demos, and exceed revenue generation goals quarter after quarter.

*Just F*ing Demo!: Tactics For Leading Kickass Product ...*

In Just F*Ing Demo!, Rob Falcone outlines the tactics that helped him overcome these challenges, lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. The book will teach readers: - How to structure a demo; - How to ask questions that uncover what your audience truly cares about;

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His book Just F*ing Demo! outlines tactics to help sellers lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. Rob recently shared three tips for evaluating demos on the Guru blog, and he and I decided to dive deeper into the art of the demo during a dedicated webinar.

*Just F*ing Demo: Webinar Recap - get Guru*

In 2014, Rob authored Just F*ing Demo!, a short, tactical guide for leading effective demos, which peaked at #1 on Amazon's Sales Presentation bestseller list. Want to learn more about Guru? Request a Demo below ☐☐ Find us on Social

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