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The Maverick Method is a powerful and unique selling method that provides the complete picture of how complex sales work. The Method has been researched, developed and practiced over a twenty-year period. We have studied and modeled over one hundred of the most successful salespeople.

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### **The Maverick Selling Method: Simplifying The Complex Sale**

The Maverick Method organization is a services company that focuses on helping companies and individuals develop their sales strategies, process and skills. Our value is in bringing real world selling skills that go beyond just the basics of interpersonal skills and magic words.

## **The Maverick Method**

The Maverick Selling Method focuses on complex B2B sales. Though it is not how Brian Burns organizes it in the book, in my mind the book breaks down the method into three areas: Attitudes, Characteristics and Process.

## **The Maverick Selling Method: Simplifying The Complex Sale**

If are selling or in sales this podcast is for you. Some of the topics I cover are cold calling, spin selling, challenger sale, solution selling, advanced selling skills. strategic selling, linkedin, saas, sales leadership, sales management, social media, b2b marketing, maverick selling method and how sales has changed.

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