

# 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



Qwilr

# Miller Heiman Training Manual

**John H. Harvey, Amy Wenzel, Susan  
Sprecher**



## **Miller Heiman Training Manual:**

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