

**THE INNOVATIVE SALE: UNLEASH YOUR CREATIVITY
FOR BETTER CUSTOMER SOLUTIONS AND
EXTRAORDINARY RESULTS**

Elayne Yanik

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Reality: Most creators and innovators have learned how to be creative. Continue shopping. LinkAnalysisExperimental. I wheeled my suitcase through the revolving door to find Alastair in the lobby at "half-ten," as they say in Britain. But first, let's look at a few perceptions and realities: Alastair is not .

Huwagnilulustayisanghabang,magbigaytayoangpinakamalakingastos!The Creative moments are usually the culmination of a creative problem solving progression. But the problem is that, while the sales organizations predefine a solution or take the customer through yet another new sales process or set of questions, the sales team goes through the same old thinking patterns.