



# Keeping the Funnel Full: The Definitive Authority on Solution Selling

*Don Thomson*

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## **Keeping the Funnel Full: The Definitive Authority on Solution Selling** Don Thomson

Don Thomson shares over 30 years experience converting leads into customers. He provides detailed advice on exceeding sales quotas, obtaining meetings with senior executives, finding and qualifying prospects with ease, and closing new business. Written in a breezy manner with step-by-step suggestions and simple diagrams (spiced up with both inspirational and cautionary real-life tales), this book instantly distinguishes itself from the hundreds of "pep talk" sales books on the market. Its simply-explained, tried-and-true methodology is sure to prove a major hit with sales managers and sales people looking to "wow" their company and advance their careers.

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