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SET A GREAT
AGENDA: YOU-THEY-
YOU. A good agenda is

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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) -*

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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

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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.

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Demo!: Tactics ...

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

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generation goals quarter
after quarter.

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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

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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
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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
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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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