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...

The book will teach
readers: - How to
structure a demo; -
How to ask questions
that uncover what your
audience truly cares
about; - How to
translate audience

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needs into a flow that
is extremely easy to

follow; - How to use
simple but powerful
interpersonal tactics
within the demo itself.

Just F*ing Demo!

distills Falcone's highly
successful training
program into an
intentionally concise
yet impactful read.

Just F*ing Demo!:
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In Just F*ing Demo!,

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Tactics For
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Rob Falcone outlines the tactics that helped him overcome these challenges, lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. The book will teach readers: - How to structure a demo;

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Define an effective
demo for their

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organization; Empower their teams to deliver them; In 2014, Rob authored Just F*ing Demo!, a short, tactical guide for leading effective demos, which peaked at #1 on Amazon's Sales Presentation bestseller list.

Just F*ing Demo: How Sales Leaders Can Empower Their Teams ...

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kickass product ...

**LET'S GET IN THE
WEEDS-DEMO TACTICS**

Manage the time during your demo by shifting and removing buckets. Great demos are conversations that uncover the audience's challenges and goals, and highlight how your product can help achieve them. Three types of questions:

**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 audience truly cares about; How to translate

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audience needs into a flow that is extremely easy to follow; How to use simple but powerful interpersonal tactics within the demo itself.

Just F*ing Demo! on Strikingly

Just F*ing Demo!: Tactics For Leading Kickass Product Demos
Paperback - Sep 21 2014 by Mr. Rob Falcone (Author), Mr. Leo Strupczewski

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Tactics For
(Editor)

**Just F*ing Demo!
Tactics For Leading
Kickass Product ...**

In Just F*Ing Demo!,
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How to ask questions that uncover what your audience truly cares about;

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Quotes Showing 1-2 of 2 "Anyone interested in your product is not interested because of your state of the art features; they're interested because of the outcome it creates.

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It's a simple rule of
buyer motivation.

Just F*ing Demo! **Quotes by Rob Falcone - Goodreads**

In Just F*ing Demo ,
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Just F*ing Demo!:
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**Tactics For Leading
Kickass Product ...**

His book Just F*ing Demo! outlines tactics to help sellers lead clear, relevant demos, and exceed revenue 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.

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Just F*ing Demo: Webinar Recap

As Rob Falcone explains in JUST F*ING Demo, you want to get the audience to say, “Yes, that is what we want, but now show me how your product makes that possible?” Set up your prospect to feel like the driver, not the passenger, of your Demo. 5. Match each Pain Point to a Benefit.

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Tactics For
Reading Mike's
Product Demos

**The Sales Hacker
Disco Demo Guide:
How to turn
Discovery ...**

If your company is worth \$3.3 billion and the way the treat their workers is just shameful. You could have made an argument in the past upon cost, but now you cant. It's just plain f--king greed ...

**Andrew Yang Calls
WWE's Business**

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**Tactics "Shameful",
Says ...**

GOG.com is a digital distribution platform - an online store with a curated selection of games, an optional gaming client giving you freedom of choice, and a vivid community of gamers.

**-85% Shadow
Tactics: Blades of
the Shogun on
GOG.com**

While conducting an

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investigation into an attack in July in which the attackers repeatedly attempted to infect computers with Maze ransomware, analysts with Sophos' Managed Threat Response (MTR) discovered that the attackers had adopted a technique pioneered by the threat actors behind Ragnar Locker earlier this year, in which the ransomware payload was

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