

CROSS-SELLING EXAMPLES

INDUSTRY/VERTICAL	PRIMARY PURCHASE	CROSS-SELL OPPORTUNITY
Accounting (B2B)	A new client enrolls in bookkeeping service	Company sales rep attempts to sell tax preparation and audit services which blend nicely with bookkeeping
eCommerce Clothing	Man purchases a new suit	Company sends email shortly after with accessories and shoes that pair well with the suit
Retail Electronics	Person selects a new TV they want to purchase	Sales associate recommends sound systems that are compatible with the TV
Insurance (B2C)	Person purchases a home insurance policy	Agent recommends bundling the home insurance with an auto policy
Software-as-a-Service (SaaS)	Company subscribes to CRM software	Account executive offers supplemental lead generation service to add lead contact data to the CRM

Cross Selling Financial Services

David Wright



Cross Selling Financial Services:

Cross-Selling Financial Services Clifton T. Warren, 2017-12-05 This book is about generating profitable revenue from existing clients and converting part time clients into 100 percent full time clients Professionals and firms that offer financial services want to enjoy continued organic growth and maximize the value of their business Retaining and developing existing clients is one of the challenges they encounter in the process The financial services industry is currently facing several key challenges increasing competition industry consolidation rapidly changing technology a soft market for rates premiums and fees and an increasing number of regulatory requirements All these factors make it difficult for firms to produce consistent positive organic growth This book is a follow up to the author s previous book *The Financial Sales Handbook A Professionals Guide to Becoming a Top Producer* Although this book is an extension of the first readers can be confident in approaching it as a stand alone book *Cross Selling Financial Services A Professional s Guide to Account Development* is for experienced professionals and firms who want to protect their existing top clients and revenue and maximize the long term growth and profitability of their business The book will also help professionals to sharpen their account development capabilities It is designed to be the nucleus for corporate training programs as well as a guide for self employed professionals who must market and sell to stay in business

Bankers in the Selling Role Linda Richardson, 1992-04-16 Intended to develop the essential selling skills needed to effectively market the broad range of credit and noncredit services banks now offer Assist bankers in their roles as financial consultants to their customers Updated and revised it offers bankers a framework they can use to assess their sales effectiveness improve their post sales call evaluation and recover during a call

New Strategies for Financial Services Firms Dennis Kundisch, 2012-12-06 The theme of this book New strategies for financial services providers is an equally relevant and important topic in science and practice In the post information age economy the German financial services market and many big financial services providers are in a deep crisis Increasing competition due to deregulation and improved transparency through new means of communication on the one hand and empowered customers demanding individualized solutions for their financial problems e g because of new working circumstances increase the pressure on the market participants to alter their strategies according to these new challenges Many firms have reacted defensively either by merging in the hopes of realizing scale effects a high risk venture considering the last few years or by adapting me too strategies also known as lemming banking that do not provide for a sustainable competitive advantage Based on a profound analysis of developing mega trends in the years ahead especially in information and IT intense market Dr Kundisch develops a new anti cyclical strategy that aims at using IT as an enabler to strengthen customer relationships and focus on individualized solutions wherever it seems economically sound to do so However he does not stop after the development of the strategy but provides two important concepts that may help turn this vision and strategy into reality Thus he favorably and refreshingly differentiates against many contributions that stop at the fairly abstract strategic level

Cross-Selling Financial Services Dwight S. Ritter,1988-06-22 How to change a bank from a passive to an active selling organization by cross selling financial services In the wake of bank deregulation the financial services industry has become intensely competitive banks now engage in research advertising and product development This book shows how to redirect effort into selling and how to increase the performance and sophistication of a bank s sales staff There is practical discussion of the unique features of sales in banking today and sales techniques backed up by case studies **EBOOK: Strategy: Analysis and Practice** MCGEE, JOHN/THO,2010-08-16 EBOOK Strategy Analysis and Practice **The Future of Banking** Benton E. Gup,2002-09-30 The basic functions of banking lending deposit taking and making payments are constant What changes are the forms banking takes in response to increases in competition globalizaion new laws and emerging technologies Among the most visible of these changes will be an increase in the consolidation and globalization of banking in the world s major trading countries Now prestigious academics and practitioners including regulators from around the world join Benton E Gup in exploring these coming changes and by doing so define a global perspective on banking s future They find that the consolidation of banking will persist on a global scale Electronic banking in all its forms will increase in importance and banking in mature economies will be even more different from what it is now in developing economies While focusing on the financial system in the United States Gup s panel of contributors also explores financial systems in Europe Asia and elsewhere Like Gup they predict that a small handful of very large banks will control a disproportionate share of bank assets Their views provide an unusual survey of current thinking in the domains of banking and finance and an important source of current information background and foresights for banking and finance practitioners students and academics *Thesaurus of Financial Services Marketing Terms* ,1988 *Cross-selling Success* Ford Harding,2002 Ford Harding author of *Rain Making The Professional s Guide to Attracting New Clients* now takes readers into exciting new sales territory showing how to sell multiple services to the same client and how to sell business services to different divisions of the same account *The Insider's Guide to the Financial Services Revolution* Alan Gart,1984 *California. Court of Appeal (5th Appellate District). Records and Briefs* California (State)., Received document entitled SUPPLEMENTAL APPENDIX *Research Bulletin* ,1989 *Wall Street & Technology* ,2002 *Electronic Banking Law and Commerce Report* ,1999 Information and insight into the legal regulatory legislative and policy issues in electronic banking and commerce *Annual Report* Bank Negara Malaysia,2001 **The Financial Services Cluster of the Twin Cities** Elizabeth Starling,1995 **ABA Banking Journal** American Bankers Association,2006 **JMR, Journal of Marketing Research** ,2005 *Broadband* David Wright,1993 Broadband technology is ushering the telecom industry through a unique period of change with profound business implications for suppliers and users This single source describes the four major broadband technologies that are shaping telecommunications networks frame relay optical fiber including SONET distributed queue dual bus DQDB and asynchronous transfer mode ATM *Investors Chronicle* ,2002 *Texas Bar Journal* ,1985

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