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By Miller Heiman Group | Future of Sales Success | July 23, 2018.

In the sales industry, few resources are more iconic than Miller Heiman Group's Blue Sheet. A staple in sales organizations across the world for decades, the Blue Sheet brings structure to the sales process, aligning strategies for winning complex deals with our highly successful Strategic Selling® methodology.

The Blue Sheet: History and ... - Miller Heiman Group

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A Guide to Sales Methodology | Miller Heiman Group

Miller Heiman Group provides the sales training, consulting, technology and research sellers need to stay one step ahead of disruption. We're embraced by the world's most successful sales and service organizations because we deliver results – no matter what comes next. The future of selling is here. Are you ready to join us?

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