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Sales Tip - Feature Function Benefit Advantage Value Sales Tip - **Feature** Function **Benefit Advantage** Value.

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Sales Tip #10 - Features vs Benefits - Your customers don't care about features **Features vs Benefits** Your customers don't care about **features**, they want to know how your product. Spend more time in your ...

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Features Advantages and Benefits.wmv Raff talks about the importance of finding a **benefit** for a client, rather than promoting just **features** and **advantages**.

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