

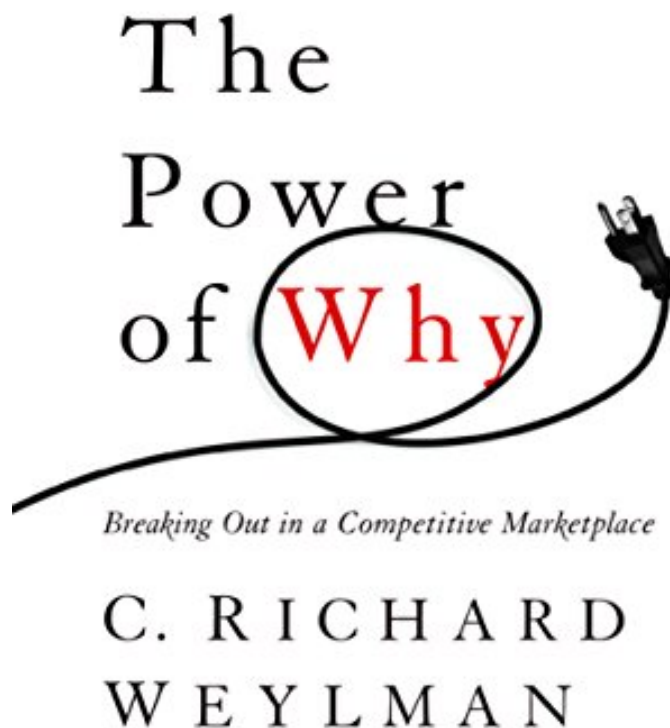
(Download pdf) The Power of Why: Breaking Out In a Competitive Marketplace

# The Power of Why: Breaking Out In a Competitive Marketplace

C. Richard Weylman

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**C. Richard Weylman : The Power of Why: Breaking Out In a Competitive Marketplace** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Power of Why: Breaking Out In a Competitive Marketplace:

3 of 3 people found the following review helpful. How to capture clientsBy Ian MannNO MATTER what service or products you sell, the market place is crowded with alternatives to your offering.The goal of this book is to improve the performance of you company as well as amplify your presence in your marketrsquo;s consciousness. The model is applicable to all manner of businesses, and the book is a six-step guide to the process.The title, the Power of Why, refers to the starting point of the method - why are your customers buying from you? Typical answers are that you

were first to market; you have the lowest prices, the best distribution, and so on. Other starting questions include: why are your customers shopping around — are they “loyalty neutral”? Why are your competitors winning more business? The challenge, Weylman explains, is “how to reach, capture, and keep this type of customer whom I define as ‘delighted advocates’.” Based on years of research and as many in consulting to companies, Weylman has concluded that the mistake most companies make is rooted in their unique selling proposition (USP). They primarily promote the company from their perspective, not from that of the customer. Think of how many businesses promote themselves in this way: “We provide unique website designs.” “We were voted number 1 again!” These are examples of being business- or product-centric, and not customer-centric. Being heard and accepted in this noisy, crowded, ever-changing marketplace has never been harder. To the customer most businesses in the market look, sound, and act the same. What you do or who you are or how you do it is not the answer to the most important question a business needs to ask. Rather the question is: why would people want to do business with our company rather than another? The alternative to the USP is the UVP — the unique value promise. When customers are deciding to buy, they have one focus: they want to know how doing business with you will be good for them. The UVP is focused on emotional meaning, personal benefit, and clear customer outcomes that will capture and keep customers. What consumers seek is very different now. Weylman has concluded that customers want a business that “believes so strongly in what it can provide that it’s willing to make a clear, buyer-centric promise of outcome — up front, unconditional, and unqualified.” Thinking you are distinctive is not the same as consumers finding you because you always deliver, at every level of the organisation, and in every contact, on your consumer-centric promise. Here are some examples of customer-centric promises that have made these companies iconic in their markets. Olive Garden is a chain of authentic Italian restaurants. Their UVP is: “When you’re here, you’re family.” This is a perfect destination for lovers of Italian food who want casual, relaxed dining where they don’t have to be self-conscious about the kids. The UVP of Southern Air-conditioning, a repair service, states: “We are on time, or you don’t pay a dime.” If you have waited for hours for your technician to show up (as we all probably have), that would certainly appeal. It is a response to a real need — I do not like waiting around wasting my time. This is of far more appeal than that they have been voted number 1 again. The steps to take in finding this UVP do not start in the boardroom. Step number one is to go and visit your best clients or customers and ask them why they like dealing with you. Not in general terms, but quite specifically. Weylman recommends taking them out to lunch or coffee and probing for real answers in a casual setting. This is to be done with a number of customers. Then look for trends and patterns and formulate the most compelling into the UVP. Having a UVP is very different to living the UVP. Weylman visited the air-conditioning company and asked them how they were able to achieve their “on time or don’t pay” promise. He was told that they schedule appointments far enough apart to provide a buffer for travel and unexpected or long repairs. They also have “floaters” whose job it is to make every appointment on time, in case the assigned technician is delayed. Once a company has their UVP, the work begins. Staff need to understand the UVP’s centrality to the company and how to live it. Systems need to be reviewed, refined, or changed to fit in with the UVP. Non-compliance cannot be tolerated and needs to be addressed firmly and fast. The market is overcrowded. Attracting and retaining clients is becoming harder. This book is worth reading. Readability: Light +--- Serious Insights: High --+--- Low Practical : High +--- Low 1 of 1 people found the following review helpful. Good read - if you are in sales this is ... By Jeremy Good read - if you are in sales this is a good book to read as it helps you understand the real "Why" your customers work with you/purchase from you - if you understand Why they work with you it becomes much easier for you to position yourself/services/products. 0 of 0 people found the following review helpful. Outstanding!!! By Rachel Brooks I love that this book hones in on the importance of figuring your niche, and providing the customer with what they want and need. This book doesn't tell you to go find something you don't have, to give to the customer. It teaches you how to figure out your niche, by way of communicating with your current customers and implementing what you discover into your company's mission. It's focuses on the importance of the customer, versus being 'me' focused. I recommend this book for businesses, big and small, seeking to take their business to the next level- from mediocrity to best-selling.

Does your competitor always get the sale, even though your products and service are just as good, if not better? Why are some companies’ once-trusted brands now deemed worthless? Do you have to continually sell to your existing customers as though they are brand new ones? After many years of diligent research and work with a wide range of clients, consultant and speaker C. Richard Weylman has the answer to these questions. Customers don’t care if a business is different or that its products are unusual. Trumpeting achievements such as “We were voted #1 again,” “Rated best service three years running,” or “We’re experienced” doesn’t engage buyers emotionally. It is seller-centric thinking in a buyer-centric world. When customers decide where to buy, they have one thing in mind: Why should I do business with this company? Will it solve my problem, today? Buyers want to do business with companies willing to make a customer-centric promise of expected outcome: up-front and unconditional. This isn’t just a slogan; it has to be in the company’s DNA, consistently

delivered through all parts of the organization. The Power of Why shows readers how to elevate their business performance regardless of their situation or position. Offering the same actionable, hands-on strategies Weylman has used to help companies of all sizes grow in the toughest conditions, The Power of Why is the new manual for business survival and growth.

"The Power of Why is great reading and can be of use to all of those looking to come out on top." — Donald J. Trump, Chairman and President of The Trump Organization  
"Richard Weylman is still knocking doors down with brilliant distilled wisdom. To those who discover The Power of Why, I can only say 'Read and Reap.'" — Christopher Forbes, vice chairman, Forbes Media  
"This book is a game changer! Richard has cracked the code for business growth." — Jeffrey J. Fox, Bestselling author of How To Become A Rainmaker, How to Be A Fierce Competitor, and The Transformative CEO  
"Richard's book should be on every business owner's desk. It is a must read for anyone engaged in sales and especially for those who hold customer service paramount." — Richard S. Bernstein, CEO of Richard S. Bernstein Associates, Inc.  
"The Power of Why takes you on a wonderful journey of discovery that will elevate your customers' experiences while elevating your own business performance." — Milton Pedraza, CEO of Luxury Institute, LLC  
"Your customer holds the power for your professional success. The Power of Why will show you how to meet their needs with value to boost your business to amazing heights." — Dr. Nido Qubein, president, High Point University, and chairman, Great Harvest Bread Co.  
About the Author  
C. Richard Weylman, Chairman of Weylman Consulting Group and CEO of The Weylman Center for Excellence in Practice Management, is a highly sought-after sales and marketing consultant, speaker, and media expert. His writings have been featured in Investment Advisor, Fundfire, NALU, GAMA News Journal, and on WSJ.com and Forbes.com.