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## **Selling Features Advantages And Benefits The Persuasive Language Of Selling**

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*Selling Your Product and Services | Adam Erhart  
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However, it's important to understand what  
benefits users get because ultimately, it's  
the benefits – not features – that drive

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purchase decisions. Put simply: features create advantages, and advantages bring benefits to a customer. That is why it is important for sales and marketing teams to write a FAB statement to bring these elements together. Let's break down the distinction:

## **What is a 'Features, Advantages and Benefits' (FAB ...**

Knowing the difference between features, advantages, and benefits is essential for marketers and salespeople - especially when there are multiple constituents in the buying process.

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**Features, Advantages & Benefits:**

**What's the ...**

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**Selling** A FAB Statement is explaining the feature, what it does (the advantage), and how that benefits the prospective client. Features are one of the easier things to identify. These are facts or characteristics about your business, products, and services. For example, a “1 inch insulation layer” on a sleeping bag is the feature.

## **Features, Advantages, and Benefits | FAB Statements ...**

In this advertisement, the feature, advantages and benefits are: Features: Fan forced cooking system, mini turbine, and ring

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heater element. Advantages: Cooking on up to three levels, hot air forced evenly through the interior. Benefits: Reduced cooking time, reduced energy consumption, perfectly even cooking results.

## **Features, advantages and benefits - Change Factory**

The difference between features and benefits: Features are facts about what your product or service does. Benefits are what your customer gets out of it.

## **Know the Difference Between Features and**

# Download File PDF Features Advantages And Benefits The Persuasive Language Of **Selling** **Benefits**

In Sales, Features and Benefits are technical terms, and one of the first sales techniques rookie salespeople need to learn. A Feature describes a fact or characteristic about a product or service. It usually says what the product or service is. A Benefit is something your customer has said they want.

## **Features and Benefits | Sales Techniques**

Benefits are the most powerful way in which a seller can describe the product. A benefit describes how a feature and advantage of a product can meet a specific need the buyer

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might have for that product. By having a clear understanding of the buyers' needs, we can sell the particular benefits of the product that meet those needs

## **Selling Features, Advantages and Benefits**

As these examples of features versus benefits show, nobody wants to buy spinach... people want strength, vitality and Olive Oyl. Features versus benefits may indeed be Marketing 101, but a quick glance at the sales pitches of many online businesses makes me question whether anybody took that particular marketing nugget on board through

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Selling the self-imposed hangover of their college years.

## **101 Examples of Features Vs. Benefits | Vappingo**

Features all have advantages and if they are unique advantages to that product then even better. By describing the advantages of any features you begin to raise awareness and possibly more questions and involvement from a prospect about features. So talking advantages is a condition giving you more chances of success. Some people will buy from advantages alone (ie great size, I need the

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size), but most prospects will still want more information (ie why this size for me).  
Benefits.

## **How to use FAB selling. (Features, Advantages and Benefits ...**

Features place emphasis on the seller and not the customer, whereas benefits put customers and their needs first. Always quantify benefits as much as possible When you make the effort to quantify the benefits, customers are able to make a value decision and choose you because they realize the benefits outweigh the cost of the product.

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## **Features, Advantages & Benefits (Bite Size) - Scribble**

The difference between benefits vs. features  
A fast internet connection is a feature, but the ability to quickly find your way when you're lost is a benefit. Features are defined as surface statements about your product, such as what it can do, its dimensions and specs and so on.

## **Benefits vs. Features: The Crucial Key to Selling Your ...**

This is why accreditations from organizations

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such as the Better Business Bureau are so coveted (even if actual membership benefits vary widely). Features vs. Benefits in Ad Copy. By now, it should be clear that focusing on the benefits of your products or services can be significantly more effective than highlighting its features.

## **Features vs. Benefits: Here's the Difference & Why It Matters**

Features are statements about a product or service, as to what it does or can do. Benefits show the end result of what the product or service can accomplish. As far as

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telling the difference between features and benefits, let's take a look at this example: By saying secured and encrypted transactions, it's actually a feature, not a benefit.

## **Difference Between Features and Benefits: The Key to Selling**

Advantages - central location, discreet entrance, inviting premises, pleasant atmosphere ... Benefits - no more anxiety, less grief, possibility of moving on in life ... FAB example: Washing Machine. Features If you are selling washing machines the features of a washing machine are 120 high by 85 cm

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wide, color: white, can wash 7 kg. Spin speed is 1600 RPMF

## **FAB Model: Features - Advantages - Benefits**

Some common advantages include words like fast, easy, simple, cheap and good. A benefit is what a given feature means to your prospect in terms of emotion and passion. A true benefit goes really deep and says something about how it makes you feel - a really great benefit gets a consumer excited because it means something special to the buyer.

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Features are characteristics that your product or service does or has. For example, some ovens include features such as self-cleaning, smooth stovetops, warming bins, or convection capabilities. Benefits are the reasons customers buy the product or service.

## **Product/Service Features and Benefits - Entrepreneurship**

This selling technique is termed as Features, Advantages, Benefits Selling (also known as FABS). In business world, it is a common

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known fact that the potential customers actually do not care about the products or services being offered to them even when the product or service is a perfect match for their needs.

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