

## Value First Then Price Quantifying Value In Business To Business Markets From The Perspective Of Both Buyers And Sellers

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Todd spoke at a sales conference for me company, and immediately impressed me with knowledge of value. His approach to leading, and quantifying value first is game changer. I have read pieces of this book, and the content has blown me away so far. I'm looking forward to reading this book in it's entirety.

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' Value First then Price is a timely and rare contribution, providing not only invaluable insights, but also a practical methodology of how to perceive, quantify and capture value. From the perspective of emerging and new market economies, it offers the ultimate answer on how to escape the enduring "lower cost - lower price" trap, and how to shift towards a sustainable, value creation driven path that leads to business and economic development. '

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