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THE ULTIMATE "Let's Sell This House!" CHECKLIST 1. Answer the questions with your significant other. (Not selling together? Skip to #3.) 2. Discuss, deliberate, have a brief existential crisis, question your place in the world and everything, then calmly come to an agreement. No seriously: You're going to disagree about some things.

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Cross-selling and upselling are often used interchangeably, but different scenarios with different customers can call for one specific approach over the other. How to Cross-Sell and Upsell. Cross-selling and upselling can occur at the point-of-sale with a salesperson (as in the examples above), but customer success managers can play a role, too.

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