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Patterson understood that the process of buying was an emotional one. He knew it. And he taught it. Not just a businessman, Patterson was the creator of most of the practices that distinguish modern American business from all other businesses in the world. Not just a salesman, he was the founder of modern salesmanship.

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19 Basic Mission Principles From the Book of Acts 4 Principle 10: COMMUNICATE THE GOSPEL WITHIN CULTURES THROUGH EXISTING WEBS OF RELATIONSHIPS AND LOCAL LEADERS 10:2-48 Work through heads of households or other leaders to spread the gospel and respect both their culture and authority (read Acts 16:13-15, 29-40, 18:8).

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The Patterson Principles of Selling: Jeffrey Gitomer

Patterson's "Probable Purchaser" concept is a powerful idea, and the book's dicta are broad in scope if not deep. getAbstract.com believes Gitomer deserves fair credit for this thought-provoking work of industrial archaeology and encourages salespeople to read his book.

The Patterson Principles of Selling (Summary) by Jeffrey

The Patterson Foundation uses seven important methods to embrace the future and stay the course for positive change. (Access the one-page PDF file of the entire "Opportunities for Impact" section to download it.

Our Approach - The Patterson Foundation

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