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Cold Calling: For Beginners - Cold Calling Techniques That Work - Cold Calling Tips (Cold Calling Techniques That Work For Beginners - Cold Calling Sales Book 1)



COLD CALLING 101

How to Cold Call for Beginners
Cold Calling Techniques that really work



Synopsis

Afraid of Cold Calling? You shouldn't! Read this book and start making those phone calls today! Today only, get this bestseller for just \$2.99. Regularly priced at \$4.99. Read on your PC, Mac, smart phone, tablet or Kindle device. Is Cold Calling Dead? That's what you hear. No one likes making cold calls. No one likes receiving cold calls. The Internet and email has replaced the telephone. Cold calling is old-fashioned. It's not cool. It doesn't work. Or does it? In terms of direct marketing, cold calling is actually one of the most targeted, efficient and effective ways to reach potential customers. Nothing beats having a real conversation with a prospect. Actually, Cold calling does work. The issue is that most people do it poorly, which is why it does not work for them. Cold calling today is direct, targeted and above all it's a communication skill. Those who disparage cold calling are totally missing the point. The bottom line is that no matter where you find a lead, whether from networking or a referral (or even if someone calls you) at some point you will need to speak with that prospect on the telephone and if you are not able to communicate the value of the product or service that you represent, you won't get the customer. In today's business environment, however, it is imperative to understand the rules, what has changed, what works today and what will simply waste your time. This book is a short guide for beginners that goes to the point and teach you the basics about Cold Calling. What you will learn in a few minutes...

Chapter 1: The Key to Success in Selling
Chapter 2 - Prospecting
Chapter 3 - Sound Enthusiastic in your Cold Call
Chapter 4 - Asking for Business Much, much more!

Read what other people have to say "Cold calling can be very tricky, I was glad I read through this book which provides great tips and techniques to help make cold calling more successful."- Brian - "This book has a lot of advices and techniques to do cold calling successfully and professionally. The process of the cold calling has described very well too. So using this book can learn from how to be prepared for a call well to convert your prospect into a real business. I think anyone who do cold calling should read this book."- Sam Nelson - "Cold calling is obviously a very important topic for anyone involved in sales. The problem is it can be scary, especially when you have no idea what to say. This book starts off by talking about the basics and why it's so important to build rapport with those you are on call with."- Robert Garrett -Download your copy today! Scroll up and click the orange button "Buy Now" on the top right of this page to access this book in under a minute Take action today and download this book for a limited time discount of only \$2.99! **START MAKING SALES TODAY! YOUR CUSTOMERS ARE ONLY A PHONE CALL AWAY!**

Tags: cold calling; cold calling techniques; cold calling tips; cold calling sales; cold calls; cold calling; cold calling books; how to cold call; cold calls; how to sell anything to anybody; phone sales; door-to-door sales; cold calling 101; cold calling for

dummies; cold calling for beginners; cold call tips; cold calling scripts; cold calling for chicken; cold calling advice; sales; door-to-door sales; cold call book: cold call champion; cold call sales; cold caller star: cold calling secrets; cold calling real estate; cold calling handbook; cold calling job hunting; cold calling mastery; door to door selling; phone selling; phone selling 101; phone prospecting; cold calling books; cold calling articles; cold calling introduction; cold calling intro; cold calling info; cold calling for women; cold calling for cowards; cold calling real estate; phone sales

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Customer Reviews

I have been doing cold calling for a few years now and I hate it, I got this book hoping for some inspriation but I didnt need it!cold calling 101 is full of all the tips tricks and techniques that you could ever want or need. So happy with my purchase, this will be a book for me to keep looking back at for many years to come.

I didn't find much that helped. It's a great beginners guide but it won't help much if your looking for something substantial.

A good read. Useful information that is well presented. Covers the basics well and includes specific examples. Good, sound advice for those getting started in telemarketing / sales.

It is not a book. It's a pamphlet with very high level information, such as can be found on any web site for free. The information in the pamphlet is not worth buying, literally.

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ASAP Accelerated Sales Action Plan: Professional Sales Agent Version Life Insurance Sales
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