

COLD CALLING TECHNIQUES BY STEPHAN SCHIFFMAN%0A

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**Cold Calling Tips - How to Cold Call -
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If the thought of cold calling makes your stomach drop to your toes these cold calling tips won't eliminate your fear, but they will help you make it a more successful experience. Cold Calling Tips for More Cold Calling Success . 1) Focus on the goal. Beginners tend to think that cold calling is about making the sale. It's not. It's about getting the chance to make the sale. Specifically, the **Cold Calling Techniques by Stephan Schiffman - Goodreads**

Follow the advice of Stephan Schiffman America's #1 Corporate Sales Trainer and take your career to the next level. This special anniversary edition of his perennial bestseller, Cold Calling Techniques (That Really Work!), provides you with all of the right tools for turning prospects into meetings, and meetings into big sales.

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How to..Succeed in Sales: 2010 - martyk13.blogspot.com

Cold Calling Tips. My # 1 Enemy is the Status Quo; Set an appointment if the lead/prospect is busy and be specific (date/time; Do not wait more than a week between calls ; A = P = S. Appointments = Prospects = Sales (in my case since I am in tele-sales, this could be.