



Top Telesales Techniques That Work! Vol. 1: 157 Strategies And Skills To Get Leads, Appointments and Increase Sales Immediately

Jenny Cartwright

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157 strategies and skills to get leads, appointments and increase sales by 100% immediately.

This book teaches you the skills to do Telemarketing and Telesales professionally. It is a culmination of 20 years' of the author's research and practice of telesales. Here's what you will learn in this book:-

- How to open a cold call without creating resistance
- 3 simple ways to Build Rapport
- The little-known way to get through the Gatekeeper
- 5 proven steps to Making an Appointment
- 2 simple keys to show you are Listening
- AMAZING! Discover in a matter of minutes how to influence people to want what you have to offer
- A free and easy way to ask for referrals.
- Discover how to handle the cost of your product or service on the phone.
- How to avoid Call reluctance
- REVEALED! Techniques for closing the sale
- Your secret script for doing follow up calls

And that is just a fraction of what you'll find out in "Top Telesales Tips that Work!"

"I have worked in the mortgage industry for seven years and of all the material i have encountered, and the training I have undertaken in cold calling, nothing has been as good as this book. It is a real "nuts and bolts" practical guide to the art of cold calling. The formulas for constructing an opening, or "interest-grabbing" statement are the best I have ever come across, as is the material on "call reluctance". This book allows me to approach my cold calling with improved skills and a very much higher level of confidence. I would recommend this book to anyone who is serious about using the telephone to generate business." - Derick Hedges, Value Finance

"It's a great book, the info in there is pure gold for businesses wanting to increase sales by telemarketing" - Wayne Black, DM4 Marketing.

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Jeremy Brown:

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Minerva Garrison:

People live in this new day time of lifestyle always try and and must have the time or they will get large amount of stress from both daily life and work. So , if we ask do people have time, we will say absolutely yes. People is human not really a huge robot. Then we request again, what kind of activity have you got when the spare time coming to anyone of course your answer can unlimited right. Then do you ever try this one, reading publications. It can be your alternative in spending your spare time, the actual book you have read will be Top Telesales Techniques That Work! Vol. 1: 157 Strategies And Skills To Get Leads, Appointments and Increase Sales Immediately.

Richard Lamm:

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