

Successful Cold Calling Tips



80%

of sales require an average of 5 follow-ups to close a deal

4-5 P.M.

is the optimal time to cold call prospects



53% of successful salespeople outline next steps on the first cold call



79% of sales reps who use social media in prospecting report higher sales



70% of buyers are likely to book a meeting if a sales rep mentions a common connection

Successful Cold

J Elliott



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