



Stop Cold Calling Forever

L Reisser



Stop Cold Calling Forever:

Stop Cold Calling Forever Anthony Parinello,2004-09-01 One of today s most innovative sales trainers reveals how to be a consistent top producer while avoiding the dreaded cold call It s time to hang up on cold calling asserts Tony Parinello The renowned sales trainer introduces proven tools and techniques that make such telephone torture unnecessary teaching sales professionals how to master a powerful four step process he calls Identify Contact Present Sell to reel in new clients Parinello s approaches will work for anyone who loves to sell but hates the grind of smiling and dialing Instead he explains how to Identify and contact the very ripest prospects in far less time than via cold calling Rake in much more business from current customers without ever pestering Catapult up the sales chart with presentation and closing skills used by sales superstars

Never Cold Call Again Frank J. Rumbauskas, Jr.,2010-12-03 Cold calling is the lowest percentage of sales call success If you invest the same amount of time in reading this book as you do in cold calling your success percentage and your income will skyrocket Jeffrey Gitomer Author Little Red Book of Selling You can never get enough of a good thing Read this book and USE its contents Anthony Parinello Author Selling to Vito and Stop Cold Calling Forever Salespeople everywhere are learning the hard way that cold calling doesn t work anymore Yet millions of salespeople are stuck in the past using twentieth century sales techniques to try to lure twenty first century customers There has to be an easier way to find prospects and there is Today s most successful salespeople are using modern technology to bring prospects to them rather than fishing for prospects over the phone or knocking on doors Never Cold Call Again offers practical step by step alternatives to traditional cold calling for salespeople small business owners and independent professionals who are actively building a client base The Information Age presents endless opportunities for finding leads without cold calling In fact Frank Rumbauskas s system brings prospects to the salesperson rather than the other way around Readers will find unbeatable sales advice on effective self promotion generating endless leads how to win prospects using e mail prospecting on the Web networking developing effective proposals and much more Frank J Rumbauskas Jr Phoenix AZ provides marketing consultation and coaching services to firms who wish to provide qualified leads to their sales force rather than have them spend productive work time cold calling He is the author of the self published hit Cold Calling Is a Waste of Time 0 9765163 0 6

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pitches on millions of people and achieved great success in the middle of the Great Depression Part history and part how to
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