



Telephone Sales For Dummies

By Dirk Zeller

John Wiley and Sons Ltd. Paperback. Book Condition: new. BRAND NEW, Telephone Sales For Dummies, Dirk Zeller, Nearly 100 million Americans (one out of three) purchase goods and services over the phone each year. Telephone Sales For Dummies shows both new and seasoned sales reps, from realtors, insurance agents to telemarketers, how to create precall plans and effectively prospect via the phone. Packed with techniques, scripts, and dialogues, this hands-on, interactive guide assists readers with making cold calls, warm calls, and referral calls, helping them plan and execute openings to create interesting dialogue; ask key questions; develop persuasive presentation techniques; work within the No Call Law parameters; leave effective and enticing voicemails that get results; get past screeners and get quality referrals; find hot leads; and create callback scripts that close the sale.



Reviews

This created ebook is great. it was writtern very properly and useful. Its been printed in an exceedingly easy way in fact it is just right after i finished reading this pdf where basically modified me, alter the way i think.

-- Aglae Becker

This ebook is definitely worth buying. It is definitely basic but excitement within the fifty percent in the ebook. Its been designed in an extremely straightforward way which is merely following i finished reading this ebook where basically changed me, alter the way in my opinion.

-- Ward Morar

Relevant Books



Hands-On Worship Fall Kit (Hardback)

Group Publishing (CO), United States, 2015. Hardback. Book Condition: New. 305 x 229 mm. Language: English . Brand New Book. Hands-On Worship (TM) It s more than LEARNING about God. it s about ENCOUNTERING God! Hands-On Worship is a multi-age children s church...



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Peppa Pig: Camping Trip - Read it Yourself with Ladybird: Level 2

Penguin Books Ltd. Paperback. Book Condition: new. BRAND NEW, Peppa Pig: Camping Trip - Read it Yourself with Ladybird: Level 2, Peppa Pig and her family are going on holiday in their camper van. Find out what happens when they get lost...



Chicken Licken - Read it Yourself with Ladybird: Level 2

Penguin Books Ltd, United Kingdom, 2013. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. In this classic fairy tale, a nut falls on Chicken Licken s head and he decides he must tell the king that...