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Telephone Prospecting : Tips And Tricks To Succeed Faster And Better



Synopsis

This guide was written with the intention of helping those who spend several hours a day doing telephone prospecting to be more efficient and to increase their performance. It is a valuable tool that will allow you to succeed faster and better in your work and achieve your different goals. Concretely, you will find tips and tricks that the author discovered and developed over all the years of experience and practice in this field. In addition, the participants in the training and sales coaching activities of her company benefited greatly and obtained surprising results very quickly. This guide is divided into 37 short, clear and concise chapters that will allow you to easily assimilate their contents to increase your performance. Note that it does not deal in depth with the development of sales scripts, nor how to respond to objections, nor how to make qualified appointments or make sales by phone (closing techniques). These topics are fully covered in the author's other books. Instead, you will find tips and tricks to apply in your processes in order to achieve your goals and which will undoubtedly help you improve your current working methods. Happy reading and write down your questions that you can personally address to the author to the email address mentioned at the end of this guide. ***After many years of success in sales management, business development and customer service, FRANCINE DORE has decided to share her skills and experience with thousands of people active in this field. She set up her own training and coaching business, wrote several books and developed efficient training materials which have produced amazing results.

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