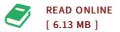




Telephone Sales For Dummies

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 pre-call 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

An extremely wonderful ebook with lucid and perfect explanations. I was able to comprehended almost everything using this composed e publication. It is extremely difficult to leave it before concluding, once you begin to read the book. -- Kimberly Carroll

A very amazing ebook with perfect and lucid reasons. Indeed, it can be engage in, still an amazing and interesting literature. I found out this pdf from my i and dad encouraged this book to discover.

-- Breanna Hintz

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