

Lessons From 100 000 Cold Calls Selling Techniques That Work No Matter How Many Calls You Make

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Lessons from 100, 000 Cold Calls: Selling Techniques That Work...No Matter How Many Calls You Make [Rogers, Stewart] on Amazon.com. *FREE* shipping on qualifying offers. Stewart Rogers has made 100, 000 cold calls...and lived to tell about it. Now, in Lessons from 100, 000 Cold Calls

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Stewart Rogers has made 100,000 cold calls...and lived to tell about it. Now, in Lessons from 100,000 Cold Calls, this veteran sales pro shows salespeople how to cold call their way to success. Compiling his lessons and techniques into an easy-to-use guide, Rogers shows salespeople how to:

- Set realistic, yet challenging goals

Lessons from 100,000 Cold Calls by Stewart Rogers

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Lessons from 100,000 Cold Calls: Selling Techniques That ...

Stewart Rogers has made over 100,000 cold calls to business decision-makers throughout the United States during his 25 years as a sales professional, selling software, hardware, advertising, training and technical information. He currently lives in Raleigh, North Carolina.

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- Set realistic, yet challenging goals
- Build a master database of sales prospects
- Write simple yet powerful scripts
- Build immediate and intimate trust by phone
- Sell concept and credibility in 60 seconds
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Cold Calling Techniques That Really Work, by Stephan Schiffman. Adams Media, 2007. Lessons from 100,000 Cold Calls, by Stewart L. Rogers. Sourcebooks, 2008. More Quick Tips on Cold Calling from ...

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