

# Telephone Sales For Dummies

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## Telephone Sales For Dummies

Telephone Sales For Dummies Cheat Sheet. By Dirk Zeller. Being a successful telephone sales professional is as much about believing in yourself as it is selling your product. Follow these tips to keep yourself focused and motivated in your telephone sales endeavors.

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Telephone Sales For Dummies shows both new and seasoned sales reps, from realtors, insurance

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5.0 out of 5 stars Telephone Sales for Dummies. May 13, 2008. Format: Paperback. This book is great for the salesperson who might be having trouble picking up the phone. I purchased this book after speaking to Dirk at the NAR conference in November, and so glad I did. The book is filled with tips, scripts and anecdote's to help you move through ...

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Telephone Sales For Dummies Cheat Sheet. Three Clicks to Researching Telephone Sales Prospects. The Seven-Second Telephone Sales Opening. Telephone Sales: Tips for Staying Motivated ... When you're making telephone sales calls, the person at the other end doesn't know whether you're wearing a suit and tie or ratty pajamas. The only image ...

## **Using Your Voice Effectively for Telephone Sales - dummies**

25 Phone Sales Tips Prepare Yourself Mentally. Cold calls can be intimidating, especially if you're unprepared. So before you get started, you need to get yourself in the right state of mind. This means coming up with a general script or talking points. But it also means coming up with a routine so that you're comfortable and relaxed on ...

## **25 Phone Sales Tips for Successful Cold Calling - Small ...**

Part of Telephone Sales For Dummies Cheat Sheet. Time management is one of the most important skills a telephone sales professional can have. Here are a few tips to make the most of your sales time: Manage distractions. When you're on task, turn off your cellphone, hold your calls, switch off the you've-got-mail notice, sign out of instant messaging and social media, and hang up a do-not-disturb sign.

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Cold calls (telephone sales) for your micro-entrepreneurial business is more than a phone call to a stranger. Cold calls, when done successfully, can open up new business and avenues of revenue for your micro-entrepreneurial business. Cold calling is also canvassing and prospecting, and it may entail face-to-face selling, too.

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