

Cold Calling Techniques That Really Work

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By#S.#Anthony#Iannarino#|#The#Sales#Blog# ...

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At this point, the customer is either going to say "Great, I like those options I'd like to see them in person" or "It doesn't seem like you have what I was hoping for"

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Cold Calling Tips and Scripts Live Audio Conference • September 27, 2011 • 1:00 pm - 2:30 pm EST Learn How to Make a Cold Call to Set an Appointment Develop a Script That Really Works Steve Schiffman has been teaching sales people the techniques of setting face-to-face appointments for the past 35 years Perhaps there has been no more

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