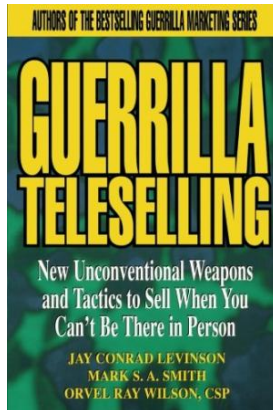


Get Doc

GUERRILLA TELESELLING: NEW UNCONVENTIONAL WEAPONS AND TACTICS TO SELL WHEN YOU CAN'T BE THERE IN PERSON



Wiley, 1998. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: GETTING READY FOR BUSINESS. Why TeleSelling? What Makes Guerrilla TeleSelling Unique? Setting Goals and Objectives. How to Stay Motivated. Preparing Your TeleSelling Workspace. Controlling Interruptions. Managing Pressure and Stress. Your TeleSelling Voice. Greeting Inbound Calls. Increase Your Caller's Satisfaction. Developing an Effective Script. Lead Management Systems. Whom to Call? GUERRILLA TACTICS THAT GET THE BUSINESS. Opening Moves. Getting Through Voice Mail. Questioning and Qualifying....

Read PDF Guerrilla TeleSelling: New Unconventional Weapons and Tactics to Sell When You Can't be There in Person

- Authored by Smith, Mark S. A.; Wilson, Orvel Ray
- Released at 1998



Filesize: 2.99 MB

Reviews

Very good e-book and beneficial one. I am quite late in start reading this one, but better then never. I am effortlessly could get a pleasure of looking at a written book.

-- **Alphonso Beahan**

A brand new eBook with a brand new point of view. It is rally fascinating throug reading through time period. You will like the way the article writer compose this ebook.

-- **Ciara Senger**

Just no phrases to describe. It typically does not price an excessive amount of. It is extremely difficult to leave it before concluding, once you begin to read the book.

-- **Felton Hessel**
