



Hot For Cold Calling in 45 Minutes: How to Boost Your Success Rate on the Phone

Tim Taxis

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Nobody likes cold calling. At the same time, the phone is and remains the most effective way to get qualified appointments with new business clients. The question is: How can the initial contact by phone be made genuine, simple, and highly successful? Moreover, how can cold calling be made enjoyable-for you and your customer? The answer lies in this book. Tim Taxis not only shows what you have to do, but above all, how to do it. Tim Taxis' concept is new and unique. Short, incisive, and vital-with countless examples culled from experience and designed for practical application.

"Top trainer Tim Taxis has succeeded in something that we haven't seen in a long while: genuinely new approaches in cold calling. These approaches are extremely effective and lend themselves to application seamlessly." Christian Petschik, Vice President Sales, arvato AG - a Bertelsmann company

"There are countless books on sales and prospecting. My impression is that they offer old wine in new skins. This book is completely different. It provides brand-new techniques which you've never seen before. With this book you will open the doors of decision makers which have remained closed until now." Chris Debner, Executive Director, Ernst & Young

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Lisa Haight:

Playing with family in the park, coming to see the coastal world or hanging out with pals is thing that usually you may have done when you have spare time, subsequently why you don't try matter that really opposite from that. One particular activity that make you not sensation tired but still relaxing, trilling like on roller coaster you have been ride on and with addition details. Even you love Hot For Cold Calling in 45 Minutes: How to Boost Your Success Rate on the Phone, you may enjoy both. It is very good combination right, you still want to miss it? What kind of hang type is it? Oh can happen its mind hangout folks. What? Still don't have it, oh come on its identified as reading friends.

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