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stronger

connections with

your ideal clients.

Read it, use it, and

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succeed!" -- Tom Hopkins, author of How to Master the Art of Selling

"Smart prospecting cuts through the clutter and gets to the heart of

making cold calls successfully." -- Jill

Konrath, author of SNAP Selling and Selling to Big

Companies "This is

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not just a must-read, it is must-do book for everyone in sales." --

Stephan Schiffman,
author of Cold
Calling Techniques
(That Really Work!)

Close More

Get PROVEN &
TESTED Phone
Sales Scripts to
Persuade Anyone
to Buy from You -

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And Increase Your
Income, Closing
Rate & Selling
Skills! No matter
what business are
you in, what an
awesome (or lame)
product you have,
or how it can
change the world -
nothing happens
until a sale is
made. In today's
skeptical world, it

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seems like selling over the phone is a hard, almost impossible task.

Everybody wants to "think about it" with Dr.Google, delay the decision to a later time, or even closing the phone the minute you start pitching an idea. In "Phone Sales", you will get

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on a silver platter
powerful,
persuading sales
scripts that you
can adjust to your
business - and
increase your
sales, income, and
make selling much,
much easier and
simpler than you
might think. Here's
what you can
expect: ✓ Brilliant

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Opening Sales

script - never get prospects hanging up on your intro! ✓

Handling And

resistance to the call - Forget about "it's not a good

time to talk" and

get your leads

EXCITED to speak

with you RIGHT

NOW ✓ Get

powerful templates

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of amazing sales presentations ✓

Discover over 30 scripts for closing

the sale, and avoid unnecessary

objections ✓
Objections

rebuttals - Reveal the scripts that can

actually help you handle objections

(not just in theory - in real life!) And

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much, much more!

BONUS: Get extra
scripts for

qualification,

callbacks and

follow-ups! It's time

to Become the Best

Salesman You Can

Be! Scroll up, click

on "Buy Now with

1-Click", and Get

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twenty-one.

Stephan Schiffman
has coached

thousands of sales
teams across the

country to improve
their telesales

performance. He

knows exactly what
works and doesn't,

and in this

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second edition, he

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of his insider's secrets, including how to: Master the five ways you can increase your income Track your numbers . . . and use them to your advantage Evaluate your performance effectively . . . so you hit your own goals Gain control

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of the call Leave
effective phone
messages Use
"how" and "why"
questions to your
advantage Learn
what's going on in
the prospect's
world Understand
the four types of
negative responses
. . . and find out
how to get past
each one Turn

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in your
performance into
large income gains
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concise book, you
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everything from
creating a script; to
recognizing when
not calling a
prospect can

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sales arsenal!

Word Questions

Phrases And

Conversations

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