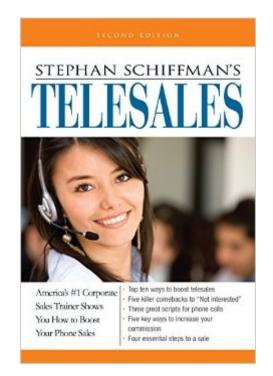
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Stephan Schiffman's Telesales: America's #1 Corporate Sales Trainer Shows You How To Boost Your Phone Sales





Synopsis

If youâ [™]ve got ten minutes a day, you can make a telesales breakthrough!By providing one concise, easy-to-read chapter for each daily coffee break, Stephan Schiffmanâ [™]s Telesales, Second Edition has the power to transform your career and help you post noticeable increases in your numbers in just ten working days and transform your career after a mere twenty-one. Stephan Schiffman has coached thousands of sales teams across the country to improve their telesales performance.He knows exactly what works and doesnâ ™t, and in this completely revised second edition, he shares with you all of his insiderâ [™]s secrets, including how to:Master the five ways you can increase your incomeTrack your numbers . . . and use them to your advantageEvaluate your performance effectively . . . so you hit your own goalsGain control of the callLeave effective phone messagesUse "how" and "why" questions to your advantageLearn whatâ ™s going on in the prospectâ [™]s worldUnderstand the four types of negative responses . . . and find out how to get past each oneTurn small adjustments in your performance into large income gainsBy spending just minutes a day with this one clear, concise book, you can learn everything from creating a script; to recognizing when not calling a prospect can increase your sales productivity, to practicing the ten traits of world class salespeople. In this highly competitive world where the obstacles against telemarketers continue to become increasingly daunting, you canâ [™]t afford not to have these tools in your sales arsenal!

Book Information

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Customer Reviews

I work on the phone all day long. 90% of my job is cold calling and trying to open new accounts.

This book helped me understand my own numbers better so that I know how many people I need to gualify in order to get an account open. It also showed me how a simple guestion can change the whole dynamic of a phone conversation. Last week I cold called a firm and the decision maker was not super excited by the end of our conversation but she at least agreed to accept some literature from me in the mail. This week I called her back to follow up after reading the chapter on asking the right questions that will spark a response from the prospect and get an actual conversation started. I asked her how long she had been using her current provider and if she has ever compared against another firm to see if she is getting the best value for her money. I found out that she has been using her current provider since the winter and has never taken a look at another option since switching to them. I also found out the reasons she chose to use her current provider which gave me a very clear understanding of what I need to do in order to earn her business. We compared services and she was very surprised to find out that we can save her a significant amount of money and also speed up her process as well. By the end of the conversation she was calling me by my first name and the account should open sometime within the next two weeks. All I can say is that this is a great book and I can't wait to read it a second time. Just make sure that you put his recommendations to use. Update: I've continued to use the advice in this book and I can sincerely tell you that the quality of my calls have CLEARLY increased.

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Stephan Schiffman's Telesales: America's #1 Corporate Sales Trainer Shows You How to Boost Your Phone Sales Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) TELESALES SECRETS: A Guide To Selling On The Phone Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Corporate Finance: Corporate Finance Guide To Understanding Corporate Finance With Strategies For Business Owners For Utilizing Corporate Finance Including ... Finance Business, Theory And Practice) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Hot For Cold Calling in 45 Minutes: How to Boost Your Success Rate on the Phone Inside Sales Pro: Master Your Inside Sales Skills and Boost Your Career 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. The Ultimate Sales Letter: Attract New Customers. Boost your Sales. Telesales Tips From The Trenches: Secrets of a Street-Smart Salesman Automate Your Routines Guarantee Your Results: The hilariously delivered five-step formula that shows how to automate your routines to permanently ... and focus on what is most important to you Smart Selling on the Phone and Online: Inside Sales That Gets Results Fascinating Womanhood: The Updated Edition of the Classic Bestseller That Shows You How to Strengthen Your Marriage and Enrich Your Life Value-Based Pricing: Drive Sales and Boost Your Bottom Line by Creating, Communicating and Capturing Customer Value Do It! Marketing: 77 Instant-Action Ideas to Boost Sales, Maximize Profits, and Crush Your Competition Beyond Your Voice: Raise The Bar On Your Live Shows. Connect With Your Audience. Deliver Captivating Performances. 1001 TV Shows You Must Watch Before You Die Barcode Booty: How I found and sold \$2 million of 'junk' on eBay and , And you can, too, using your phone You CAN Train Your Cat: Secrets of a Master Cat Trainer

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