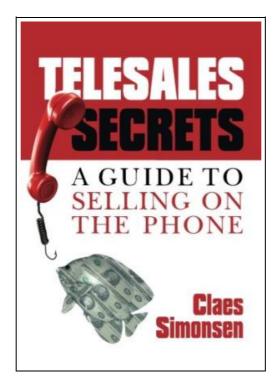
# TELESALES SECRETS A Guide To Selling On The Phone



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## Reviews

Undoubtedly, this is the best function by any writer. This really is for those who statte there was not a really worth reading. Its been written in an exceptionally basic way which is merely right after i finished reading through this book by which really transformed me, change the way i really believe.

(Dr. Deonte Hammes DDS)

#### TELESALES SECRETS A GUIDE TO SELLING ON THE PHONE



Acanexus Publishing. Paperback. Condition: New. 192 pages. Dimensions: 9.6in. x 6.7in. x 0.4in.Telemarketing is one of the fastest-growing industries in the world. It is also one of the industries with the greatest salary differences. While the majority of telemarketers make around the national average wage, the top phone sellers today make more than 1 million per year some much more. This book explains what it takes to join the top of the phone seller elite. It will teach you not to call to talk, but to call to sell. It explains in-depth what generates a sale and it deals with call technique step by step, from cold call openers to asking for credit cards on the phone. Follow the advice of one of the worlds leading sales coaches and an expert in phone selling techniques to take your career to the next level. The no-nonsense approach will provide all the tools you need to turn cold calls and leads into deals. Learn how to deal with common phone sales obstacles and how to properly handle gatekeepers, voice mail, difficult clients and customer complaints. Use these simple techniques to turn customer objections into stepping-stones for your close. This book will make your pitch stronger and commissions higher. Give yourself the edge and join the phone seller elite. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Paperback.



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