



## Sales Prospecting For Dummies (Paperback)

By Tom Hopkins

John Wiley Sons Inc, United States, 1998. Paperback. Condition: New. Language: English . Brand New Book. Prospecting - finding and qualifying prospective clients - is the first step in the selling proposition. It can also be the most daunting. The first big hurdle is knowing where to look for opportunities and recognizing them when they present themselves. Then there s the fear of rejection that makes it so hard to approach strangers and talk to them persuasively about the product or service you represent. The good salesperson recognizes these challenges and finds ways to cope with them. The great salesperson, according to sales legend Tom Hopkins, turns them to her advantage and uses them to supercharge her selling and sell, sell, sell. Whether you re a newcomer to sales or a seasoned pro, Sales Prospecting For Dummies is your survival guide for generating new leads. Tom Hopkins helps you gain a solid perspective on what prospecting is and shares simple, yet powerful ways to build a prosperous selling career by meeting and getting to know the right people. You ll find out how t o: \* Build an appealing image\* Polish your phone skills\* Tap business contacts for leads\* Prospect your...



**READ ONLINE**  
[ 8.36 MB ]

### Reviews

*It in a single of my personal favorite ebook. It can be loaded with wisdom and knowledge You can expect to like just how the blogger create this pdf.*  
-- Dr. Travis Berge

*This pdf is indeed gripping and exciting. it was writtem quite completely and valuable. Once you begin to read the book, it is extremely difficult to leave it before concluding.*  
-- Kurtis Parisian

## Other Books



### **13 Things Rich People Won't Tell You: 325+ Tried-And-True Secrets to Building Your Fortune No Matter What Your Salary (Hardback)**

Reader's Digest Association, United States, 2013. Hardback. Book Condition: New. 231 x 160 mm. Language: English . Brand New Book. Did you read about the janitor who donated million dollars to his local library? Do you ever watch in amazement...



### **Happy Baby Happy You 500 Ways to Nurture the Bond with Your Baby by Karyn Siegel Maier 2009 Paperback**

Book Condition: Brand New. Book Condition: Brand New.



### **Baby Friendly San Francisco Bay Area New Parent Survival Guide to Shopping Activities Restaurants and More by Elysa Marco 2005 Paperback**

Book Condition: Brand New. Book Condition: Brand New.



### **There's an Owl in My Towel**

Pan MacMillan, United Kingdom, 2016. Board book. Book Condition: New. Main Market Ed.. 187 x 187 mm. Language: English . Brand New Book. Not suitable for children under 1 year of age There's an Owl in My Towel is a beautiful...



### **Everything The Everything Baby Names Book Pick the Perfect Name for Your Baby by June Rifkin 2006 Paperback**

Book Condition: Brand New. Book Condition: Brand New.



### **Let's Find Out!: Building Content Knowledge With Young Children**

Stenhouse Publishers. Paperback. Book Condition: new. BRAND NEW, Let's Find Out!: Building Content Knowledge With Young Children, Sue Kempton, Ellin Oliver Keene, In her new book, Let's Find Out!, kindergarten teacher Susan Kempton talks about the importance of helping children build the...