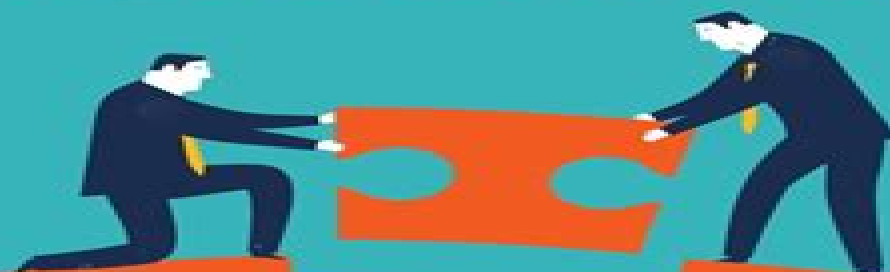


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The Complete Idiot's Guide to Cold Calling Keith Rosen MCC,2004-08-03 Does this sound familiar If I could get in front of the prospect the rest of the selling process becomes easier It s just getting in front of them that s the challenge The fact is most cold calling efforts are doomed from the start Salespeople lose sales not due to a lack of effort but because they lack a prospecting system they are comfortable with and can trust to generate greater consistent results If you are prospecting the same way you have been for the last several years including the calling to check in touch base or follow up approach or haven t been prospecting at all you re simply making it easier for your competition to take away the new business you are working so hard to earn So if you love to sell but hate or don t like to prospect this book is your opportunity to maximize your cold calling potential and boost your income by learning how to get in front of the right prospects in less time and create greater selling opportunities without the fear pressure or anxiety associated with cold calling This Complete Idiot s Guide will show you how to Utilize the seven steps to a permission based cold calling conversation so that you don t have to push your presentation and hope there s a fit Create winning voice mail messages that will ensure more return calls Develop your MVP Most Valuable Proposition that separates you from your competition Craft the Compelling Reasons that would motivate a prospect to speak with you Prevent and defuse initial objections such as I m not interested We don t have any money now or Call me back later Design your own step by step prospecting and follow up system that runs on autopilot and is aligned with your selling philosophy strengths objectives and natural talents rather than taking the generic one size fits all approach Develop the right questions and uncover new selling opportunities in seconds so that you can stop wasting precious time on the wrong prospects **Indianapolis and Fort Wayne ,1952 The Complete Idiot's Guide to**

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conceivable stripe There will also be an entertaining section on con artists through history from the infamous grifters of the Great Depression to the masterminds of the recent Enron collapse perhaps one of the greatest scams in America s history

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How Come That Idiot's Rich and I'm Not? Robert Shemin,2008-03-04 In *How Come That Idiot s Rich and I m Not* bestselling author Robert Shemin reveals for the first time the inner circle secrets of the mega wealthy Have you ever wondered why some people attract wealth while others stay financially trapped and in debt The key is wealth friendly upside down thinking Stick with all the old moneymaking rules and stay broke Break them and get rich This is the book that shows you how We ve all read about the college kid who made millions on a brainstorm or the couple who made a fortune in real estate or the guy in his thirties who waved good bye to his boss and now lives on his investments But until now how they did it the rules they followed or flouted the tricks they stumbled on have remained a mystery That s about to change Whether you ve been trying to get rich but haven t quite made it yet or just need the confidence to dream big this is the book for you As experienced as Shemin is at showing high net worth individuals how to get richer his real love is helping self described financial disasters earn millions And he uses his own odds defying story to illustrate the outside the box thinking that gets the job done Here you ll learn how to set only one powerful success goal and make it a big one play while your money goes to work stop building someone else s business and start building your own live and think like a millionaire while you re becoming one use the power and smarts of other Rich Idiots to help you join the Rich Idiot Club add OPI other people s ideas OPT other people s time and OPE other people s experience to do less and make more tap into timeless secrets that unlock the energy and spiritual power of money Learn which three assets you must own to become a Rich Idiot and how to obtain them with little or no money of your own Learn why Rich Idiots outearn almost all the so called wealth experts and how you can too Above all learn how doing just one thing a day will bring you to your big goal In this book the first to show you what it really takes to achieve financial abundance Shemin illustrates in a fun witty way how going against the grain is in fact the surest way to gain Spend just a few pages with Robert and his Rich Idiot friends and you ll be convinced that if they could do it I can do it

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