

No More Cold Calling

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No More Cold Calling PERSONAL USE RIGHTS ONLY! No Cold Calling" Report...Showing Offline Consultants How To Book Countless Meetings With Local Companies Offline gigs were not always fun and games though. When I first started selling consulting services offline, I took the traditional approach of cold calling and cold emailing. Now for those people that know me, I am not one to shy away from things that scare me because I know the importance of stretching your comfort zone. But NO MATTER WHAT, I was never able to get used to the idea of cold calling. How could I? I absolutely hated receiving cold calls from aggressive sales people so how could my mind/body allow me to feel okay about delivering cold calls? It didn't add up. Along with my partners, we went to work looking for innovative ways to find opportunities and close deals. Some methods worked and some failed miserably. Some attracted great clients, other methods brought out the worst people. I'm talking about the kind of customer you want to fire after 2 phone calls. Then last year we developed a simple but powerful method that allowed me to speak to many new prospects every single week. The prospects were more than happy to chat and more often than not, wanted to stay in touch. There are many different forms of lead generation but I will take 10 leads who WANT to hear from me over 1000 leads who barely know who I am. And that is exactly what this method allowed me to do... build high quality leads that you can be converted into business.

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