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with screeners, gatekeepers, and assistants Perfect your opening statement Minimize resistance Get a commitment ...

Smart Calling: Eliminate the Fear, Failure, and Rejection

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The full title is Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling, and it delivers on all of those promises and more. What's in the Book. Smart Calling is broken down into four section: • Part One: The Smart Calling Concept. • Part Two: Pre-Call Planning.

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Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling 3rd Edition, by Art Sobczak was fantastic, and a must-read for any sales and marketing professionals! I'm very selective on the sales thought leaders that I follow over the

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