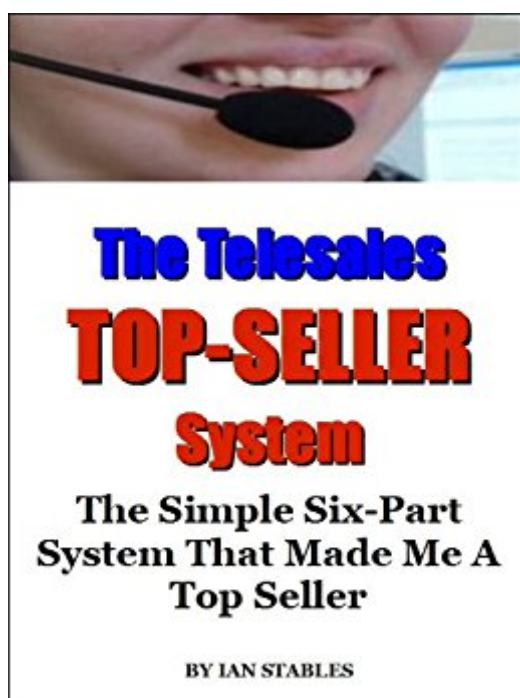


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The Telesales Top-Seller System: The Simple Six-part System That Made Me A Top Seller (Business Books Book 7)



Synopsis

The Telesales Top-Seller System
The Simple Six-Part System That Made Me A Top Seller
Six Scientifically Tested Principles That Make Selling Over The Phone Highly Effective
This system works and is very powerful. Therefore, you must use it ethically and honestly. You can apply this system to any product or service. Although I've written this to help specifically with selling over the telephone. Every product or service is different so I have used examples and explanations to help you find it easy to apply to your own situation. There are six parts in all which are based on very powerful tested persuasion principles. You will get some success from each one. However, the best results are from using all of them. As you'll soon see, they're more powerful when combined.
About the author: I have been an author sharing the best solutions and systems via the written word for over 11 years. I've written e-books, website blog post and articles for myself and others. I only believe in offering solutions that work and would not write about something I didn't believe in. I've recently started publishing my work in Kindle. I was inspired by the work of others. I promise to provide equally as good if not better solutions to all my readers.

Book Information

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Customer Reviews

This is a very easy to follow 6 step plan and when all six steps are put together it becomes a powerhouse for telemarketing sales. This book was an easy read, and gets right to the point of each step, and then explains how to put them together in such a way that will make it extremely effective. I am so happy I picked up this book. I got this book quite some time ago, but had not had a chance to read it. After a very unsuccessful day of making cold calls, I remembered I had this book. I immediately started reading it. I knew there had to be something in the book that could help me. I was right, not only will this help it will make for many successful days to follow. I recently changed jobs and I am now having to make cold call appointments. If you have ever done this you know it is not easy work. You can make 100 calls and not set an appointment. No appointment no money :- (After reading this book it all started to make sense. The company gives you a script to follow and phone numbers to call, the rest is up to you. The steps provided in this book made the companies script make more sense. It also gave me the tools that I will need to make those sales appointments. I know what information I need to have, how to approach that cold call and how to make a customer out of that person on the other end of the line. I am extremely confident that tomorrow is going to be an awesome day. I can't wait to amaze them with the new skills I have learned after reading this book. Thanks Ian for sharing your knowledge in yet another area of your expertise. I truly am looking forward to using the tools, knowledge, and approach you provided with confidence. Suzanne

This is a powerful and unique system. No wonder author was number one in his company. If you buy this book, please use this system ethically. 5 stars.

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