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Telesales Secrets

A Guide To Selling

On The Phone

# **Telesales Secrets A Guide To Selling On The Phone**

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in phone selling  
techniques to take  
your career to the next  
level. The no-nonsense

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On The Phone  
approach will provide  
all the tools you need  
to turn cold calls and  
leads into deals.

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Telemarketing is still  
an important route to  
market for many SME's  
and even large  
corporations. It makes  
sense, therefore, to  
ensure you follow the  
best telemarketing tips  
and advice to make the

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most out of your

calling. Below are our

Top 50 Do's and Don'ts

of Successful

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Telemarketing,

telesales, inside sales,

cold calling ...

whatever you want to

call it (and I'll use the

terms

interchangeably), the

professional use of the

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phone in sales is a process, not a goofy technique or gimmick.

~~Telemarketing,  
Telesales, Inside Sales,  
and Cold Calling ...~~

Telesales Secrets: A Guide to Selling on the Phone by Claes

Simonsen contains a lot of advice on how to sell. It's written from the perspective of someone who moved from management to telesales, which one



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A Guide To Selling  
would imagine is  
uncommon.

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How to Succeed in  
Telemarketing. Four  
Methods: Preparing for  
Your Shift Perfecting  
Your Sales Pitch Making  
the Call Responding to  
the

Customer Community  
Q&A. If you have  
experience as a  
salesperson or in

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customer service, or like the idea of working on the phone, then you might do well with a job in telemarketing.

~~10 Telemarketing tips for beginners~~

Many life insurance agents struggle with finding a good lead source. So, we created AION. Now, agents can log into our system & talk to more people in ONE day than face to face agents meet in a

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WEEK! Want to learn how to sell life insurance over the phone? You came to the right place.

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Telemarketing for beginners can be daunting. The fear of rejection. The best approach to take. Dealing with objections. Check out our short video of the

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for Beginners to help ...

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Building an effective telemarketing strategy for business growth is all about learning to tap into the value that you bring your clients and potential clients.

Telemarketing is different from telesales. The latter is

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about trying to open  
and close business  
over the phone.

Telemarketing, on the  
other hand, is all about  
trying to create  
opportunities.

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The Phone is a great  
reference book for  
individuals that are  
seeking out a fun and

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interesting career in sales. This book offers readers a wide spectrum of information to help kick off a rewarding and exciting career in any industry. Starting off strong with a

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The ultimate guide to planning, conducting and tracking your outbound sales calls.

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Skip to: Part 1 - Before the call - You are here.

Part 2 - Making the call - Jump here Part 3 -

After the call - Read it here. What are cold

calls? Cold calling

means you're calling somebody you know

very little about. And they don't know you.

~~How To Do Sales Calls |~~

~~10 Great Cold Calling~~

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As a sales trainer for a Fortune 500 company,



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I found Telesales

Secrets an invaluable

tool that is chocked full

of useful and practical

information. The author

reminds us that a lot of

our traditional

strengths are stripped

away when we get on

the phone (i.e. body

language, some tone,

our professional

appearance).

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Top 6 Tips for

Appointment Setting.

Tweet ... It will also

ensure that you

systematically guide

your prospects up to

the point where an

agreement is reached.

... Dickens is a veteran

of IT Sales, used to

leading by example. He

is the CEO of Virtual

Sales Limited (VSL)

who offer telesales,

telemarketing, lead

generation and

appointment setting ...

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~~10 Telemarketing Tips  
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But first you have to hone your skill, which is what we're here to do. The following telemarketing tips cover everything from personality tweaks to setting up your workspace for efficiency. Once you've got these tips down pat, check out this five-star course on how to

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cold like a boss and get  
absolutely anyone on  
the phone.

### ~~12 Telemarketing Tips: How To Become A Pro Overnight~~

A telesales campaign might be exactly the right tool to engage with your target audience and gain valuable information.

Of course, just starting a telesales campaign is not enough. There are key things you should

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have in place and be monitoring consistently to get the best you can out of it!

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Simonsen] on

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offers. Telemarketing is

one of the fastest-

growing industries in

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the world. It is also one of the industries with the greatest salary differences.

~~10 Effective Tips for Successful Outbound Telemarketing ...~~

The Paperback of the TELESALES SECRETS: A Guide To Selling On The Phone by Claes Simonsen at Barnes & Noble. FREE Shipping on \$35 or more! B&N Outlet Membership Educators Gift Cards

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Stores & Events Help  
Auto Suggestions are  
available once you  
type at least 3 letters.  
Use up arrow (for  
mozilla firefox browser  
alt+up arrow) and  
down arrow (for ...

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Top 10 Telemarketing Tips are a small part of our comprehensive guide to telemarketing skills which has been developed to help telemarketers and the companies that employ them.

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25 Tips to Make Your Telesales People More Productive. It may be worth trying some of



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these in your contact centre. Along with the obvious stuff around incentives, coaching and motivation, we've found that simple changes can have a huge impact on the results of sales campaigns. Here are a few:

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