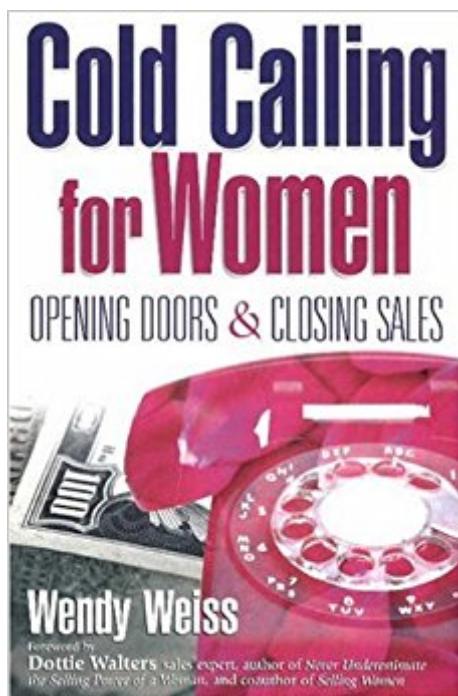


The book was found

Cold Calling For Women: Opening Doors And Closing Sales



Synopsis

Eliminate Telephone terror and turn cold call to cash! Cold calling is a powerful, inexpensive and easy way to develop new contacts and expand resources. In today's market, generating new business requires planning and skill. For over 10 years, Wendy Weiss has been a marketing consultant specializing in cold calling and appointment setting.

Book Information

Paperback: 176 pages

Publisher: DFD Publications, Inc.; 1 edition (January 1, 2010)

Language: English

ISBN-10: 0967126800

ISBN-13: 978-0967126807

Product Dimensions: 9 x 6 x 0.5 inches

Shipping Weight: 10.6 ounces

Average Customer Review: 4.2 out of 5 stars 21 customer reviews

Best Sellers Rank: #1,148,199 in Books (See Top 100 in Books) #87 in Books > Business & Money > Marketing & Sales > Marketing > Telemarketing #231 in Books > Textbooks > Business & Finance > Sales #470 in Books > Business & Money > Marketing & Sales > Marketing > Multilevel

Customer Reviews

Buy the book and SELL! Reach your prospects easily and know exactly what to say when you do. Eliminate fear and turn every NO into a YES. Open doors and close sales!

Recommended by the King of Networking who is working with my wife to increase her business marketing, He is a personal friend of Ms. Weiss and felt my wife could use Wendy's insight. So I got a copy for my wife, and got one for me, too.

This book was tremendous!!!! Had success setting appointments and keep it in my briefcase so I can refer to it when I am out on the road selling.

Fabulous Book

Great book for anyone to read. I feel it has step by step ways to get them calls going.

Just thought this was absolutely tops. Sales 101 in detail. Can't wait to finish it! I love that Wendy has an arts background as there is little in life tougher. And the discipline of ballet besides.

I do door to door sales during the summer time and I thought this book would be of benefit...it was to a certain extent, but it's over use of exclamation points and poorly written text made this hard for me to read. This book has a lot of good pointers if you do cold calls via the telephone, but not significant enough to where you'd want to keep this in your library. Maybe a quick skim read at the library would suffice and satisfy. I simply didn't grasp the emotional energy the writer wanted me to grasp. Looks like according to the other reviews, however, quite a lot of other people really liked it. I'm not a woman, though...so that might be why...even though a lot of this book could be directed toward anyone.

This is a good book re cold calling, HOWEVER, there is nothing special in it related to women. Not much different than other books I've read.

I've only read a couple of chapters, but I like the author's direct way of speaking to the reader. This book is highly recommended by professionals in the sales and marketing field.

[Download to continue reading...](#)

Cold Calling for Women: Opening Doors and Closing Sales 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling THE COLD CALLING SECRET: Discover the NEW ground-breaking cold calling techniques that get results! Readable on Kindle, PC, Mac or iPad AUTHENTIC COLD CALLING: The Path to Fearless, Effective Cold Calling The Perfect Close: The Secret to Closing Sales - the Best Selling Practices & Techniques for Closing the Deal Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, E-Mail, and Cold Calling Sales Prospecting: The Ultimate Guide To Referral Prospecting, Social Contact Marketing, Telephone Prospecting, And Cold Calling To Find Highly Likely Prospects You Can Close In One Call Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling) The Sales Survival Handbook: Cold Calls,

Commissions, and Caffeine Addiction--The Real Truth About Life in Sales In the Interest of Justice: Great Opening and Closing Arguments of the Last 100 Years Opening Doors: Understanding College Reading Essential Questions: Opening Doors to Student Understanding Diversity in Youth Literature: Opening Doors Through Reading Kiss, Bow, or Shake Hands, Sales and Marketing: The Essential Cultural GuideÃ¢â€¢ From Presentations and Promotions to Communicating and Closing (Business Skills and Development) Home Remedies for Ulcers (ulcer, stomach ulcer, peptic ulcer, ulcer symptoms, stomach ulcer symptoms, ulcer treatment, mouth ulcer, mouth ulcers, cold sore, cold sore remedies, cold sores) Undaunted Courage: Meriwether Lewis, Thomas Jefferson and the Opening of the American West: Meriwether Lewis Thomas Jefferson and the Opening Opening Repertoire: Nimzo and Bogo Indian (Everyman Chess-Opening Repertoire) Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered The Lost Art of Closing: Winning the Ten Commitments That Drive Sales

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)