

# THE RULES OF COLD CALLING AND RESPONDING TO LEADS

## 1. IMMEDIACY

Follow up as soon as you receive the number within a webform

Within 5 minutes is ideal, under 30 is ok



## 2. PERSISTENCY

Be patient and persistent! Don't give up!

It typically takes 6-9 phone calls to get an answer



## 3. TIMING

Learn what times are better than others to call

Some of the best times to call are between 8:00 to 9:00 a.m. and 4:00 to 5:00 p.m.



## 4. DAY OF WEEK

Run some tests and find out which days of the week are the best and worst for you to be making calls

We recommend Wednesdays and Thursdays. Avoid Tuesdays



## 5. LOCAL PRESENCE

This is a tool that allows your area code to match that of the recipients, so they're more likely to answer

Learn more about using Local Presence at [SalesForce.com](https://SalesForce.com)



For more business and sales growth tips, visit [www.xant.ai/blog/the-seven-rules-of-cold-calling](https://www.xant.ai/blog/the-seven-rules-of-cold-calling)

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# Cold Calling Seven Powerful Prospecting Strategies

**Joacim Rocklöv**



## **Cold Calling Seven Powerful Prospecting Strategies:**

**The LinkedIn Edge** Job Blount, Brynne Tillman, 2025-10-07 Combine LinkedIn and AI to multiply your selling potential Most sales professionals and entrepreneurs are desperate to find new techniques to help them break through the overwhelming noise and get the attention of high value decision makers They want to make fewer cold calls face less resistance and have more meaningful conversations This is why Job Blount the world s most Fanatical Prospector and Brynne Tillman the LinkedIn Whisperer joined forces to create The LinkedIn Edge the definitive playbook for combining LinkedIn AI and proven outbound prospecting strategies to build bigger better and more qualified pipelines In this highly practical guide you will learn the tactics techniques frameworks and secret shortcuts that transform LinkedIn into a list building prospecting referral getting lead generation machine that will help you sell more win more and earn more You ll learn how to Leverage LinkedIn AI to build better more effective prospecting lists Integrate LinkedIn into your outbound prospecting sequences to increase engagement Find decision makers on LinkedIn using smart targeting strategies Use AI tools to streamline research and get crucial contact information Write prospecting messages that convert with proven frameworks AI Multi thread and penetrate buying committees to bend win probability in your favor through deeper relationships Jump over gatekeepers and get direct introductions to c level decision makers Leverage your network to warm up cold calls and generate referrals Get prospects to accept your LinkedIn connection requests Turn LinkedIn into a powerful lead gen engine that brings hot buyers to you Deploy the 5s familiarity framework to build name recognition authority trust Get more prospecting done in less time with better results The LinkedIn Edge is not the typical social selling book focused on vanity metrics or going viral There is no fluff or shallow moon launch techniques that never really work This is a step by step playbook written by practitioners It is about what works in the real world in the grind of the sales trenches blending fast prospecting outreach with systematic relationship building sequences to engage prospects with confidence consistency and relevance With each chapter and every lesson you ll learn how LinkedIn mastery combined with an AI edge can give you almost superhuman prospecting powers that will explode your pipeline and your income

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Mike Weinberg,2019-06-11 Become a better salesperson by learning to debunk the sales myths and focus your strategy on a proven approach that will drive the results you want Can succeeding in sales be as simple as hooking up the latest CRM tool or perfecting your social media profiles and waiting for qualified leads to show up in your inbox Are you having trouble believing what the new self proclaimed experts post on LinkedIn and beginning to question their proclamation that everything in sales has changed The one constant in the world of sales is the noise from self titled experts and thought leaders informing you of the latest tools tricks and strategies that you should utilize However ironically the more modern solutions you adopt the harder it is to get results Bestselling author and sales expert Mike Weinberg offers a wake up call to salespeople and sales leaders on how to bypass the noise so you can start winning more new sales In Sales Truth Weinberg shares some of the truths you ll learn including Many self proclaimed sales experts lack clients credibility and a track record of helping sellers achieve breakthrough results The number of likes a sales improvement article receives is often inversely proportional to its accuracy or helpfulness to a seller or sales team What has worked exceedingly well in sales and sales management for the past couple of decades is still the not so secret to sales success today Look no further than Weinberg s powerful principles and proven strategies to help you become a professional sales master and create more new sales opportunities

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guide to reaching potential customers where they want to be met This method balances social media marketing strategies online applications and traditional appointment setting techniques to help every salesperson connect with more clients and close more sales

**Red-Hot Cold Call Selling** Paul S. Goldner,2006-07-06 This guidebook is a vital resource for all sales professionals brimming with field proven techniques that work in any industry Completely revised with fresh examples and all new chapters the second edition of Red Hot Cold Call Selling reveals the secrets strategies and tips you can use to elevate your prospecting skills and take their sales into the stratosphere You will learn how you can define and target your ideal market and stop squandering time energy and money on unfocused prospecting develop a personalized script utilizing all the elements of a successful cold call get valuable information from assistants and then get past them view voice mail not as a frustrating barrier but as a unique opportunity Red Hot Cold Call Selling includes new information on using the Internet for research and prospecting cold calling internationally using e mail instead of calling and much more

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