



Cold Calling:

- An unexpected sales call
- Early in the sales process
- Based on general research
- Potentially very successful



Warm Calling:

- An expected sales call
- Reduces introductions, allowing for a faster sales pitch
- Based on investigative, personalized research
- Very successful

Cold Market Prospecting Scripts

Vijay Martis



Cold Market Prospecting Scripts:

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Complete Handbook of All-purpose Telemarketing Scripts Barry Z. Masser,1990 Here are over 200 ready to use telemarketing scripts that can increase your effectiveness in every area of selling by phone Included are openers that immediately grab a prospect s interest and identify specific needs as well as scores of compelling product descriptions and special inducements you can use to quickly close almost every sale **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 Industrial Marketing Digest ,1984 Marketing Handbook

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