

# 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](http://www.xant.ai/blog/the-seven-rules-of-cold-calling)

 XANT

# Cold Calling Seven Powerful Prospecting Strategies

**Patrick Henry Hansen**



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

## Decoding **Cold Calling Seven Powerful Prospecting Strategies**: Revealing the Captivating Potential of Verbal Expression

In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Cold Calling Seven Powerful Prospecting Strategies**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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