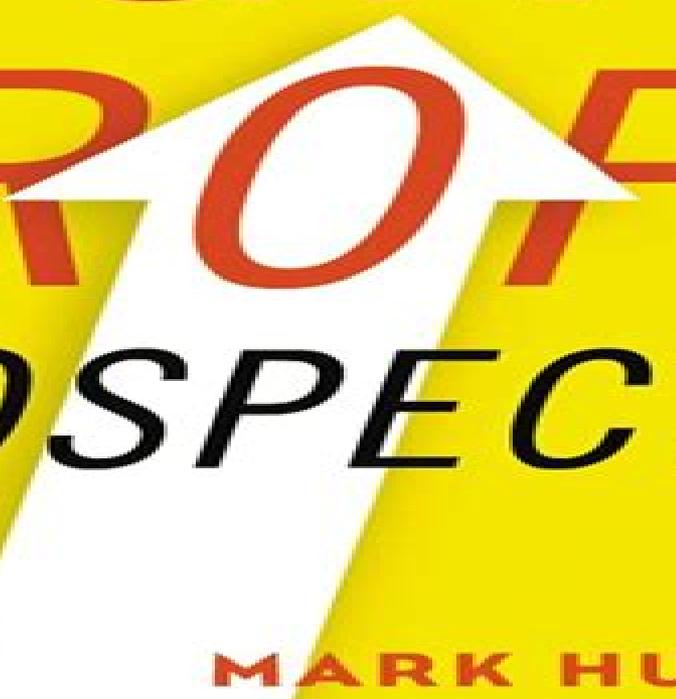


**Powerful Strategies to Find the Best Leads  
and Drive Breakthrough Sales Results**

# *HIGH- PROFIT PROSPECTING*



**MARK HUNTER, CSP**

Foreword by JEB BLOUNT, author of *FANATICAL PROSPECTING*  
Introduction by MIKE WEINBERG, author of *NEW SALES. SIMPLIFIED.*

# High Profit Prospecting Powerful Strategies Breakthrough

**Tony Hughes**



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High-Profit Prospecting Mark Hunter, 2016 Buyers are evolving and so should your prospecting As a salesperson your pipeline is the key to your success No matter what changes that remains the same Top producers prospect and they do it ALL THE TIME But how you ask In the age of the Internet isn't cold calling dead Now in his new book sales expert Mark Hunter shatters costly prospecting myths and eliminates confusion about what works today Merging new strategies with proven practices High Profit Prospecting will help you Find better leads and qualify them quickly Trade cold calling for informed calling Tailor your timing and message Leave a great voicemail Craft compelling emails Use social media effectively Leverage referrals Get past gatekeepers and open new doors Steer clear of prospecting pitfalls Connect with the C Suite And more The Internet won't fill your sales funnel and you can't rely on the marketing department for leads not if you want to succeed High Profit Prospecting puts the power back where it belongs in your hands Follow its formula and start bringing in valuable new business

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**High-Profit Prospecting: Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results**, 19?? **The 50-60 Something Start-up**

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*Smart Calling* Art Sobczak, 2020-04-09 Master cold calling and eliminate

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pipeline is the failure to consistently prospect By ignoring the muscle of prospecting many otherwise competent salespeople and sales organizations consistently underperform Step by step Jeb Blount outlines his innovative approach to prospecting that works for real people in the real world with real prospects Learn how to keep the pipeline full of qualified opportunities and avoid debilitating sales slumps by leveraging a balanced prospecting methodology across multiple prospecting channels This book reveals the secrets techniques and tips of top earners You ll learn Why the 30 Day Rule is critical for keeping the pipeline full Why understanding the Law of Replacement is the key to avoiding sales slumps How to leverage the Law of Familiarity to reduce prospecting friction and avoid rejection The 5 C s of Social Selling and how to use them to get prospects to call you How to use the simple 5 Step Telephone Framework to get more appointments fast How to double call backs with a powerful voice mail technique How to leverage the powerful 4 Step Email Prospecting Framework to create emails that compel prospects to respond How to get text working for you with the 7 Step Text Message Prospecting Framework And there is so much more Fanatical Prospecting is filled with the high powered strategies techniques and tools you need to fill your pipeline with high quality opportunities In the most comprehensive book ever written about sales prospecting Jeb Blount reveals the real secret to improving sales productivity and growing your income fast You ll gain the power to blow through resistance and objections gain more appointments start more sales conversations and close more sales Break free from the fear and frustration that is holding you and your team back from effective and consistent prospecting It s time to get off the feast or famine sales roller coaster for good *Strategies for Finding More Business Than Ever* Tom Hopkins,2014-09-29 Hate prospecting Wish you could build a business without ever having to do it again When you master the strategies of prospecting like a pro you ll build a pipeline of leads and be happy to make prospecting a part of your everyday business Doing well with any aspect of business requires a solid understanding of it and a little creativity What makes people want to buy from you Is your product something they replace on a regular basis If so what s their cycle and how are you contacting them Let master sales trainer Tom Hopkins show you the way he built his business to being 98% referred leads in three short years It s a fact of business that what gets measured gets done Once you understand which moves to make and how to measure the results of your efforts prospecting stops being a dreaded chore and becomes another fun aspect of a successful selling career **Quota-Busting Prospecting Skills** Tom Hopkins,2015-04-29 Got a quota If you re in sales the answer had better be a resounding Yes Real success comes from reaching beyond what others expect from you you ll miss 100% of the shots you don t take More than any other profession being in sales means you need to know what you re aiming for in order to be successful How do you perfect your prospecting skills and make it fun and profitable No one knows the answer to that question better than the legendary Tom Hopkins who earned more than one million dollars in commissions during the first three years of his sales career Over the course of the past 25 years he s been teaching others to do the same There are four precise categories that every prospect falls into Do you know who can use for

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**Sales Prospecting Strategies and Skills** Stanis Benjamin, 2016-06-08 STANIS BENJAMIN Director of Centre for Communication and Sales Training CCST has had experience in different levels of the insurance business starting as an agent and has spent almost 30 years in the insurance industry working with various clients from individuals to corporations Strategies And Skills for prospecting is a guide to fundamentals of sales prospecting This book gives you an insight to how sales people in similar environments can end up with different sales results while offering a creative and magical solution in prospecting clients for a thriving insurance sales career The sales prospecting philosophy shared here is everything that any sales professional can practice to rise above the crowd by doing ordinary activities with extraordinary enthusiasm Learn the secrets of his effective skills and techniques mixed with his light sense of humour to catapult your career at a speed you have never imagined

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