

# 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)



# Cold Calling Seven Powerful Prospecting Strategies

**CL Gary**



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

## Unveiling the Power of Verbal Artistry: An Mental Sojourn through **Cold Calling Seven Powerful Prospecting Strategies**

In a world inundated with displays and the cacophony of fast communication, the profound power and emotional resonance of verbal artistry usually disappear in to obscurity, eclipsed by the continuous barrage of noise and distractions. Yet, set within the lyrical pages of **Cold Calling Seven Powerful Prospecting Strategies**, a fascinating work of literary brilliance that pulses with organic feelings, lies an unforgettable journey waiting to be embarked upon. Published by a virtuoso wordsmith, that magical opus books viewers on a psychological odyssey, softly exposing the latent potential and profound affect stuck within the elaborate internet of language. Within the heart-wrenching expanse of this evocative evaluation, we will embark upon an introspective exploration of the book is key subjects, dissect their captivating publishing model, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

<https://py.bijouxmedusa.com/book/publication/Documents/Productivity%20Hacks%20Roadmap%20For%20Entrepreneurs%2025%202740%20Productivity%20Hacks.pdf>

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