



Guerrilla Teleselling: New Unconventional Weapons Tactics to Sell When You Cant Be There in Person

By Orvel Ray Wilson

John Wiley & Sons. Paperback. Condition: New. 304 pages. The first book to apply guerrilla sales and marketing tactics to the unique, high-pressure environment of electronic communications, this groundbreaking resource is packed with valuable tips, expert advice, and insider secrets on finding, closing, and increasing sales by phone and fax as well as via e-mail and the Internet. This book is absolutely loaded with insights and practical ideas you can use to increase your effectiveness in dealing with anyone in business on the telephone. These ideas should be read, taught, digested, and practiced every single day! -Brian Tracy, author The Psychology of Achievement. Guerrilla Teleselling is FUNdamental reading for anyone or any company who does business by telephone! It covers all the basics and more. Whether youre a beginner or youve been in the business for years, if you cant find at least 12 great ideas in every chapter that will increase your performance, youre not reading! I am recommending it as a resource to all my clients. -Judy Lanier, author 50 Ways to Motivate and Inspire Your Call Center Teams Past National President, American Telemarketing Association. Guerrilla Teleselling is an excellent guide for anyone in sales, whether a rookie...



READ ONLINE
[6.07 MB]

Reviews

Certainly, this is actually the greatest work by any article writer. It is definitely simplistic but surprises within the 50 % from the publication. Your daily life span will likely be transform the instant you total reading this article pdf.

-- **Myrtle Glover PhD**

Absolutely one of the best ebook We have at any time read. This really is for all those who statte there had not been a really worth reading through. I realized this publication from my i and dad advised this ebook to learn.

-- **Dixie Volkman DVM**

See Also



Clinical Companion to Medical-Surgical Nursing

Mosby, 2016. PAP. Condition: New. New Book. Shipped from UK in 4 to 14 days. Established seller since 2000.



Flexible Decoder for LDPC Codes

Condition: New. Publisher/Verlag: AV Akademikerverlag | A technique to attain desirable trade-off between performance and complexity | Revision with unchanged content. Recent advances in coding theory have uncovered the previously forgotten power of LDPC codes. Their popularity can be related to their...



Prendergast: 16 Art Stickers: 16 Art Stickers (Paperback)

Dover Publications Inc., United States, 2001. Paperback. Condition: New. Language: English . Brand New Book. A member of The Eight, a group of turn-of-the-century American painters who helped pave the way for progressive art in America, Maurice Prendergast painted portraits, landscapes, city...



Magic: A Treatise on Natural Occultism (Paperback)

Martino Fine Books, 2014. Paperback. Condition: New. Language: English . This book usually ship within 10-15 business days and we will endeavor to dispatch orders quicker than this where possible. Brand New Book. 2014 Reprint of 1929 Edition. Full facsimile of the...



Medical-Surgical Nursing at a Glance

John Wiley & Sons Inc. Paperback. Condition: new. BRAND NEW, Medical-Surgical Nursing at a Glance, Ian Peate, Medical-Surgical Nursing at a Glance is the perfect companion for study and revision for nursing and healthcare students from the publishers of the market-leading at...



2015 Standard Catalog of World Coins 1901-2000

FandW Publications Inc, 2014. PAP. Condition: New. New Book. Shipped from UK in 4 to 14 days. Established seller since 2000.
