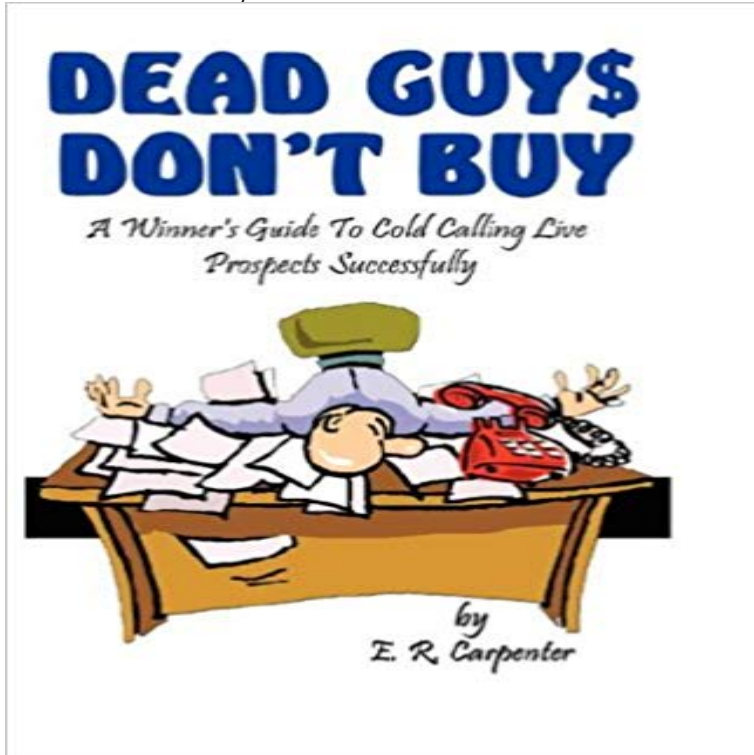


Dead Guys Dont Buy: A Winners Guide to Cold Calling LIVE Prospects Successfully



Does cold calling give you cold feet? Ask the average salesperson that question, and he will honestly tell you yes. If you're one of them we have good news; help is on the way! *Dead Guys Dont Buy* is filled with helpful and well-thought-out advice for professionals who must cold call well for a living. This book includes instructions on how to create a primo calling list so that you don't waste time calling dead guys, how to get past gatekeepers, when and when not to leave voice mails and how often, how to overcome objections, The 10 Commandments of Cold Calling, and much more. It's the perfect reference guide for those who struggle with the challenges involved with cold calling and want to master the art of prospecting.

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