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~~Book Review — Smart Calling~~

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~~Avoid These Dumb Cold
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The author postulates that if you properly prepare for a cold call (excuse me, "Smart Call") then you will eliminate fear, failure and rejection. That is not entirely true. You can prepare well for a public speech but that doesn't necessarily remove any physiological manifestations of fear of public speaking.

~~Smart Calling: Eliminate the
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Smart Calling: Eliminate the
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from Cold Calling 3rd

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Edition, by Art Sobczak was fantastic, and a must-read for any sales and marketing professionals! I'm very selective on the sales thought leaders that I follow over the decades and I've been a B2B sales leader for decades.

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...

In the newest edition of Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling, celebrated author and sales trainer, Art Sobczak packs even more powerful insight into what many people fear: prospecting by phone for new

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business. This best-selling guide to "never experiencing rejection again" has consistently found its way into the Top 20 in Amazon's Sales category, because its actionable sales tips and techniques have helped many minimize their fears and eliminate ...

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Art Sobczak is sharing his proven system for selling by phone in the new, THIRD EDITION of Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling. Instead of using tired old formulas and scripts that customers recognize and dismiss from a mile away, you'll find an intelligent method for engaging prospects in conversations that get results.

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Smart calling: eliminate the
fear, failure, and rejection
from cold calling Sobczak,
Art. This book provides tips
and techniques for effective
cold calling. It reflects
changes and advances in the
information gathering that
comprises the "smart" part
of the calling, and also
includes real-life examples

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Smart Calling has the solution: Art Sobczak's proven never-experience-rejection-again system. Now in an updated Second Edition, it offers even smarter tips and techniques for prospecting new business while minimizing fear and rejection.

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