



Dial Success

Mike Le Put

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The secrets of successful telephone sales are revealed at last!

Dial Success is designed to help you gain the skills of successful telephone selling, focusing on the master skill of selling appointments. You will learn how to develop a winning attitude, define your target market, write a powerful script, identify and overcome objections, increase your sales, and achieve the success you deserve. The skills covered can be used to sell any product or service. If the telephone is your route to market, then this programme is your route to success!

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