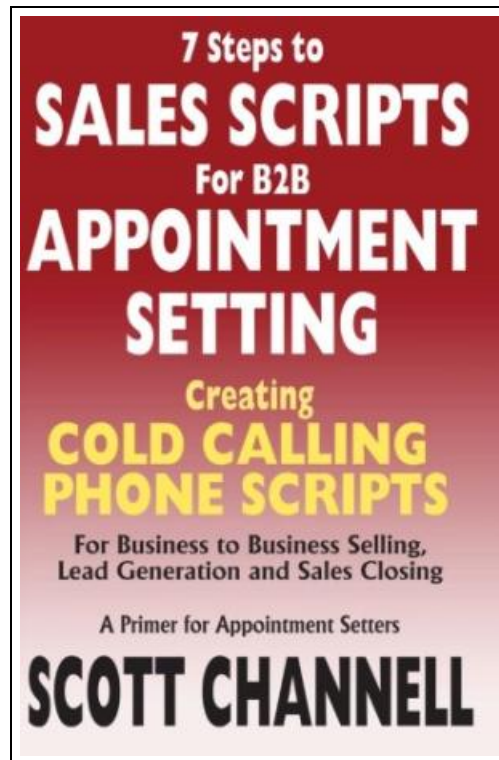


7 Steps to Sales Scripts for B2B Appointment Setting.: Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. a Primer for Appointment Setters.



Filesize: 8.47 MB

Reviews

Basically no phrases to clarify. It really is rally fascinating throgh reading time. Once you begin to read the book, it is extremely difficult to leave it before concluding.
(Anabel Zemlak)

7 STEPS TO SALES SCRIPTS FOR B2B APPOINTMENT SETTING.: CREATING COLD CALLING PHONE SCRIPTS FOR BUSINESS TO BUSINESS SELLING, LEAD GENERATION AND SALES CLOSING. A PRIMER FOR APPOINTMENT SETTERS.



Paperback. Book Condition: New. Paperback. 99 pages. What is the 1 reason why people dont agree to meet with you You dont give them enough reason to meet with you. Do you think you might learn something from someone who smiled and dialed his way to setting more than 2, 000 B2B sales appointments This author did and shares what worked with you. Appointment setting is a process. It is not rocket science. A lot of sales people are great appointment setters, but many more struggle. Those that struggle frequently can close deals. Its a shame to lose out on income, commissions, competitive advantage and market share because you are lacking information on the process of b2b lead generation. This book focuses on the sales script creation process for business-to-business sales. It includes many sample scripts and script segments for credibility, benefits and what you deliver that you can incorporate into your own sales scripts. A good phone script is going to communicate your value and credibility. Every second counts when appointment setting using the phone. Every word matters when you are cold calling and lead generation is your goal. There is a structure to a sales script that earns you a next step, whether it be a face to face meeting, a phone appointment, or attendance to a webinar or event. If you are going to be good at lead generation you have seconds to communicate who you are, what you do, why you are credible, the benefits people get from hiring you and what they will get from you if they agree to meet. That is a very solid foundation for selling a meeting. In this book Scott Channell breaks down the sales script creation process so that you appreciate the components parts of a good cold calling...

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