



How I Conquered Call Reluctance, Fear of Self-Promotion & Increased My Prospecting!

Sidney C. Walker

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ARE YOU READY TO CONQUER YOUR CALL RELUCTANCE?

That is the promise of this book! Everybody is **promoting something**, and most of us have **some resistance** to the process of getting **other people interested in whatever you are offering**.

The resources in this book are a reflection of **thirty-plus years as a full-time sales performance coach**. This information has helped **thousands of people break through their barriers** and **find the will** to make the prospecting calls they need to make. Many different perspectives are presented because **everyone is different**. The key is finding a **state of mind** that allows you to **take action**.

From a bigger perspective, this book is about how to **positively deal with the resistance** you have to doing what you need to do to succeed. There is a part of you that doesn't want to take any risks, but there is a part of you that is practically fearless. If you can learn to **block out the part** that is putting on the brakes and **listen more carefully** to the part that can **do anything**...you can find a way to make the prospecting calls you need to make!

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