



Ring Up Phone Sales

Dan Coen, Bill Burton

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Build A Powerful Telephone Sales Presentation with RING UP PHONE SALES!

Ring Up Phone Sales teaches telephone sales professionals the techniques to communicate using the telephone. This audio book tackles real-life telesales scenarios in a clear and entertaining style. Learn key telephone sales strategies such as:

Asking Questions
Building Relationships
Handling Objections
Selling Benefits
Establishing Credibility
Closing Sales
Much, Much More

Ring Up Phone Sales is easy to follow. It delivers comprehensive step-by-step telephone sales training in a concise format. Real-life telephone challenges are presented in this stimulating, audio book format. Best of all, managers, trainers and professionals can incorporate RING UP PHONE SALES into their training package.

Ring Up Phone Sales is ideal for sales professionals, call center managers, telesales representatives and trainers. It is based on the telephone sales training book Friendly Persuasion: Dynamic Telephone Sales Training and Techniques For The 21st Century.

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