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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

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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 Fear, Failure, and Rejection ...~~

Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling 3rd 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.

~~Smart Calling: Eliminate the Fear, Failure, and Rejection ...~~

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 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.

~~Smart Calling™~~

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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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