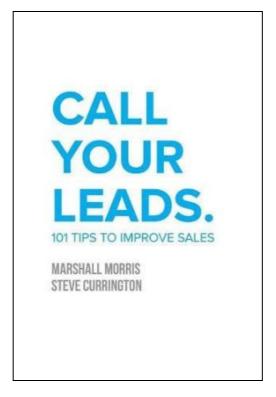
Call Your Leads: 101 Tips to Improve Sales (Paperback)



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CALL YOUR LEADS: 101 TIPS TO IMPROVE SALES (PAPERBACK)



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Madness Media, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. For years, sales managers have been puzzled by the excuses that their team members have fabricated in response to no sales. This is simply jackassery (term coined by US Small Business Administration Entrepreneur of the Year Clay Clark). It comes down to one simple action - calling your leads. Whether your team needs a pick me up, or a kick in the butt, Call Your Leads is designed to be that healthy reminder to your sales team that those valuable sales leads are not going to call themselves. The book is designed to be a useful tool with quotes, statistics, and helpful tips that will get your sales team on the right track to closing more deals. This satirical book characterizes one of the leading problems with sales teams in the modern world. Too much automation and drip campaigns, and not enough picking up the phone and talking to a human on the other end of the line. The tips in this book come from a variety of industries that have seen success applying these tips. Whether you sell in pharmaceutical and medical sales, or even real estate and lawn mowing equipment, the success of these tips are not industry dependent. Over time, a mastery of these tips and principles will become second nature to your team and increase your team s likelihood to close deal. Flip to any page, and the message will be clear for your team - call your leads.



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