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TIPS FOR COLD CALLING LEADS

1

Focus All Of Your Questions On Your Client, Not Yourself

2

Plan All Of Your Questions In Advance

3

Don't Follow Any Cold Calling Scripts

4

Don't Overwhelm Your Prospect During First Meeting

5

Don't Attempt To Close On Your First Cold Call

6

Find Out Exactly What Benefit Will Cause Your Customer To Buy

7

Don't Be Afraid To Ask For More Information

