



Sales Prospecting: The Ultimate Guide To Referral Selling, Social Contact Marketing, Telephone Prospecting, And Cold Calling To Find Highly Likely Prospects You Can Close In One Call

Claude Whitacre

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If you are a salesperson who is looking for a proven method to multiply your sales prospecting results, you have just found the Motherload.

Inside, you'll discover;

- Why prospecting the way you were taught is a colossal waste of time.
- Right now, in your city, there between ten and a hundred people that are looking to buy what you sell. You'll see how to find those people.
- The one vital factor in getting referrals that nobody is taught, that will triple the number of referrals you get.
- How to virtually guarantee that 80% of the referrals you get, will be happy to see you, and will meet with you.
- The one secret to referral prospecting that will almost guarantee that referrals will buy from you.
- How to get people to ask you about your business, in a way that is completely natural and comfortable.
- Why networking is usually a waste of time, and how to make sure it's profitable for you.
- A proven method, not taught anywhere else, to find the prospects that will almost certainly buy from you...and the system to see an endless supply of these highly likely prospects.

Written by a salesman who practices what he preaches. Every method is field tested and proven.

Complete with every script, answers to every objection, and every resource you need to send your sales prospecting results through the roof.

About The Author...

Claude Whitacre has been selling for nearly 40 years. He has broken company sales records, been a speaker at industry conventions and trade shows, and still makes sales to test ideas and teach what works. He is regularly asked to speak for business owner groups on advertising and selling. Claude speaks to groups of

business owners and salespeople... and nobody else.

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