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In High-Profit Prospecting,
author Mark Hunter shatters
six self-defeating myths
about the art and science of
finding customers to fill
your company's new-business
pipeline. Challenging the

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idea that prospecting is obsolete, Hunter describes a threefold process of preparing for success, using technology to your advantage, and identifying and reaching the right people.

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reviews As a salesperson,
your pipeline is the key to
your success. No matter what
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calling • Tailor your timing
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your success no matter what
changes that remains the
same top producers prospect
and they do it all the time
but how you ask in the age
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control your sales destiny
and walk you step by step
past closed doors and
through open ones you have
never seen before.” – Tim
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never seen before." – Tim
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Merging new strategies with

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proven practices that unfortunately many have given up (much to their demise), this must-have resource for salespeople in every industry will help you:

- Find better leads and qualify them quickly
- Trade cold calling for informed calling
- Tailor your timing and message
- Leave a great voicemail and craft a compelling email
- Use social media effectively
- Leverage referrals
- Get past gatekeepers and open new doors
- And more For the salesperson ...

High-Profit Prospecting:
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A great voicemail can be of your best strategies to turn a lead into a prospect. The key is keeping it tight, short and 100% focused on the person you're calling, rather than on yourself. Check out the below video, where I share the 14-second voicemail strategy. It's just one of the many strategies in my new book, High-Profit Prospecting.

High-Profit Prospecting:
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Profit Prospecting will help you:

- * Find better leads and qualify them quickly
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- * Tailor your timing and message
- * Leave a great voicemail
- * Craft compelling emails
- * Use social media effectively
- * Leverage referrals
- * Get past gatekeepers and open new doors
- * Steer clear of prospecting pitfalls
- * Connect with the C-Suite
- * And more

The Internet won't fill your sales funnel and you can't rely on ...

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