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– Brian Tracy

The
ULTIMATE
BOOK OF
PHONE
SCRIPTS

Mike Brooks

"Mr. Insides Sales"

The Ultimate Book Of Phone Scripts

Michael D. Krause



The Ultimate Book Of Phone Scripts:

The Ultimate Book of Phone Scripts Mike Brooks, 2010-11 With over 200 word for word proven and up to date scripts this book will instantly make you more effective as you learn to breeze past gatekeepers easily connect with decision makers and qualify and close more business over the phone Page 4 of cover *Power Phone Scripts* Mike Brooks, 2017-06-28 Start closing sales like top producers Have you ever found yourself at a loss for what to say when the gatekeeper asks you what your call is about Have your palms ever sweated when the decision maker shuts you down with I wouldn't be interested Has your heart taken a fast dive into your stomach when at the start of your presentation your prospect tells you that they've thought about it and are just going to pass If you're in sales then the question isn't Have you ever felt this way but rather How often do you feel this way Are you finally ready to learn how to confidently and effectively overcome these objections stalls and blow offs If so *Power Phone Scripts* was written for you Unlike other books on sales that tell you what you should do like build value hard to do when the prospect is hanging up on you *Power Phone Scripts* provides word for word scripts phrases questions and comebacks that you can use on your very next call Learn to overcome resistance get through to the decision maker and then once you have him or her on the phone make an instant connection and earn the right to have a meaningful conversation You'll be equipped with proven questions conversation starters and techniques to learn whether or not they are even right for your product or service and if they aren't who else in their company or another department might be *Power Phone Scripts* is the sales manual you've been looking for over 500 proven current and non salesy phrases rebuttals questions and conversation openers that will instantly make you sound more confident just like the top producing sales pros do right now Gone will be your call reluctance gone will be your fear of calling prospects back for presentations and demos gone will be the fear of asking for the sale at the end of your pitch This practical guide is filled with effective scripts for prospecting emailing voice mails closes and tons of rebuttals to recurring objections you get like It costs too much We already have a vendor for that I'm going to need to think about it I need to talk to the boss or committee and so many others More than just phone scripts this book provides practical comprehensive guidance that every inside sales rep needs Conquer concerns provide answers motivate action and be the conduit between your prospect's problems and your solution Actionable fun and designed to work within the current sales environment this invaluable guide is your ticket to the top of the leader board With *Power Phone Scripts* you will never be at a loss of what to say to a prospect or client Communication is everything in sales and being on top of your game is no longer enough when top producers are playing a different game altogether You cannot achieve winning stats if you're not even on the field If you're ready to join the big league *Power Phone Scripts* is the playbook you need to win at inside sales *Power Phone Scripts* Mike Brooks, 2017-06-20 Start closing sales like top producers Have you ever found yourself at a loss for what to say when the gatekeeper asks you what your call is about Have your palms ever sweated when the decision maker shuts you down with I wouldn't be interested Has your heart

taken a fast dive into your stomach when at the start of your presentation your prospect tells you that they've thought about it and are just going to pass. If you're in sales then the question isn't 'Have you ever felt this way?' but rather 'How often do you feel this way?' Are you finally ready to learn how to confidently and effectively overcome these objections, stalls, and blow-offs? If so, *Power Phone Scripts* was written for you. Unlike other books on sales that tell you what you should do like 'build value hard to do' when the prospect is hanging up on you, *Power Phone Scripts* provides word-for-word scripts, phrases, questions, and comebacks that you can use on your very next call. Learn to overcome resistance, get through to the decision maker, and then once you have him or her on the phone, make an instant connection and earn the right to have a meaningful conversation. You'll be equipped with proven questions, conversation starters, and techniques to learn whether or not they are even right for your product or service, and if they aren't, who else in their company or another department might be. *Power Phone Scripts* is the sales manual you've been looking for over 500 proven, current, and non-salesy phrases, rebuttals, questions, and conversation openers that will instantly make you sound more confident, just like the top-producing sales pros do right now. Gone will be your call reluctance, gone will be your fear of calling prospects back for presentations and demos, gone will be the fear of asking for the sale at the end of your pitch. This practical guide is filled with effective scripts for prospecting, emailing, voice mails, closes, and tons of rebuttals to recurring objections you get like 'It costs too much', 'We already have a vendor for that', 'I'm going to need to think about it', 'I need to talk to the boss or committee', and so many others. More than just phone scripts, this book provides practical, comprehensive guidance that every inside sales rep needs. Conquer concerns, provide answers, motivate action, and be the conduit between your prospect's problems and your solution. Actionable, fun, and designed to work within the current sales environment, this invaluable guide is your ticket to the top of the leader board. With *Power Phone Scripts*, you will never be at a loss of what to say to a prospect or client. Communication is everything in sales, and being on top of your game is no longer enough when top producers are playing a different game altogether. You cannot achieve winning stats if you're not even on the field. If you're ready to join the big league, *Power Phone Scripts* is the playbook you need to win at inside sales.

[Smart Prospecting That Works Every Time!: Win More Clients with Fewer Cold Calls](#)

Michael D. Krause, 2013-03-08

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Jeffrey Gitomer, author of *The Little Red Book of Selling*: By implementing Mike's strategies, you will reap the benefits of making stronger connections with your ideal clients. Read it, use it, and succeed.

Tom Hopkins, author of *How to Master the Art of Selling*: *Smart Prospecting* cuts through the clutter and gets to the heart of making cold calls successfully.

Jill Konrath, author of *SNAP Selling* and *Selling to Big Companies*: This is not just a must-read; it is a must-do book for everyone in sales.

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The Complete Book of Scriptwriting J. Michael Straczynski,1982 To survive and thrive in the fantasyland that is show business you need to know the realities of writing and selling J Michael Straczynski learned these realities the hard way With his help you ll learn them the easy way Here the writer producer of Murder She Wrote and creator of Babylon 5 tells you how it really is and how you can really succeed writing scripts Straczynski shows you the importance of distinguishing yourself through professionalism and discipline from the wannabes He helps you strengthen your writing technique while urging you to bring your own vision to your work avoid formula and create from passion And he takes you in for a close look at every entertainment medium hungry for good scriptwriters

The Ultimate Book of Bible Trivia Stephen J Lang,J. Stephen Lang,1997 From the author of The Complete Book Of Bible trivia comes a book that tests our knowledge of the Bible and how it has left its mark on the world Over 4 500 questions and answers quiz us on topics such as the Bible s influence in art theater music language naming places and people and worship as well as questions about the Bible itself The Complete Book of Science Fiction and Fantasy Lists Maxim

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