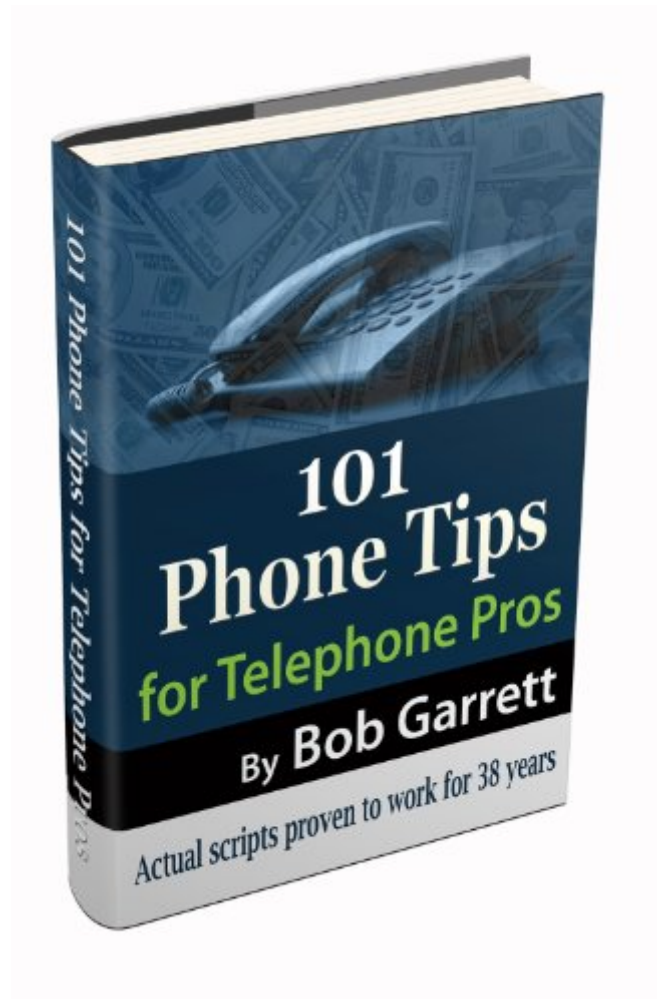


The book was found

101 Phone Tips For Telephone Pros - Scripts Proven To Work For 38 Years



Synopsis

"\$100,000 Selling Anything by Phone" also known as "IntelliMarketing" is the first time Bob Garrett, who has sold over \$6,000,000 of his services, has put in print how he did it, leaving nothing out. There's no theory here. Just hard hitting "how to's" from a professional sales person with over 38 years experience. Everything taught is easy, costs either nothing or next to nothing and is absolutely tried, tested and proven over 38 years of being in the trenches. Bob has been in the top ranks in the highly competitive field in the deregulated electricity or energy industry since 2002. The ideas, techniques and strategies can easily be adapted to fit practically any industry and will work whether one sells by phone or in person. Bob is available for brainstorming, ideas and consulting on a select basis, yet a good read of this book is practically all anyone would need in order to achieve a six figure income or take a higher income even higher.

Book Information

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Customer Reviews

This book is a slap aside the head for anyone that sells using the phone. The title made me curious,

and a bit skeptical, but once I started reading it was obvious the author was "real world" and had a track record of personal success. This is not another "Sell by Not Selling" or "Sell Tons and Never Do Anything You Don't Want to Do" book, this author slides back the curtain on the craft of phone selling and invites you to listen in on his calls and a master craftsman at work. There are 4 or 5 major "ah ha" moments in here along with a sales process that works. I highly recommend this book. If you are not getting results on the phone, read this book, pay attention and do what the author says. Scott Channell, author "Setting Sales Appointments."

Bob Garrett is a marvel in telephone sales and marketing! I have worked side by side with him, and I can attest to the fact that "This guy is really good!" Anybody can learn from this book..... If you are in sales or want to be in sales, this book WILL help you! There might be just one nugget which you plumb from this wealth of information that transforms you into heights about which yesterday were mere dreams! I highly endorse this book! You will not be disappointed. Ray Flowers, published author, speaker, writer

Random thoughts really should not be an ebook. I'm just glad it was short and didn't waste too much of my time. I'm sure the author is a good salesman, but not so sure of his ability to write books.

A total waste of time and money. Nothing useful. More like the crap infomercial scams and fake preachers to try to reel you in with. This one goes on my list of regretted purchases.

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