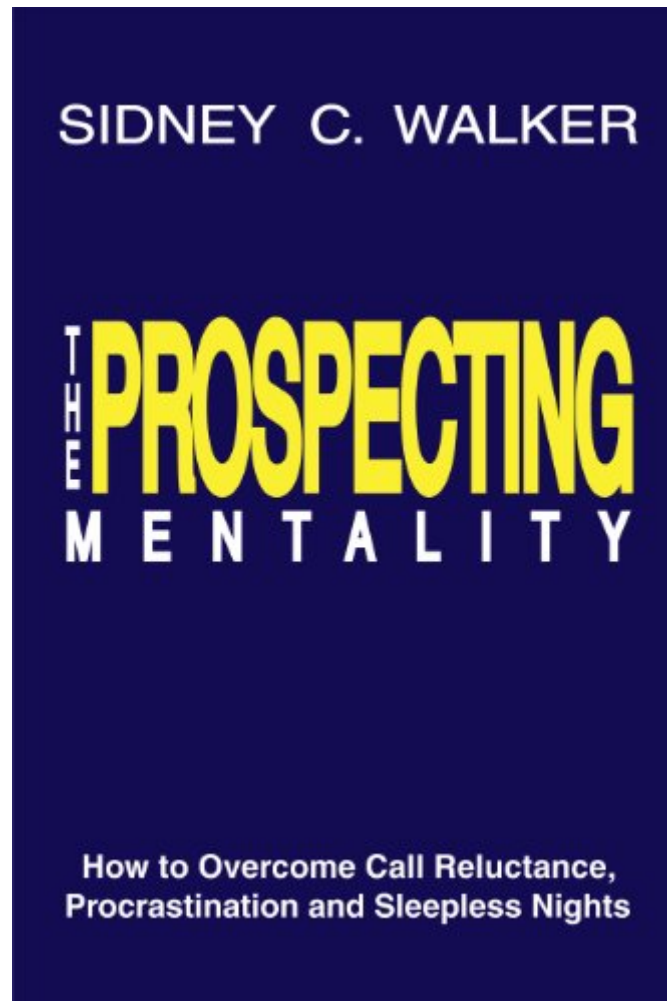


The book was found

# The Prospecting Mentality: How To Overcome Call Reluctance, Procrastination And Sleepless Nights



## Synopsis

Why do you tend to put off the very thing that feeds your success...? The answer is that effective prospecting requires a special frame of mind. Sid Walker takes you there. Using Sid's leading-edge approach, you can quickly break through your own reluctance, excuses, and fears to prospecting consistently and effectively on command! Learn skills that will break through your barriers: Get back on track quickly when your prospecting efforts are stalled. Recognize the state of mind that makes prospecting easy, and learn to shift into it at will. Discover six proven exercises that get you warmed up. Learn strategies for conquering fear of interrupting people, reluctance to call on friends, hesitancy to ask for referrals, fear of making mistakes, reluctance to call on people more successful or more educated, discomfort with the whole idea of selling or being a salesperson.

## Book Information

File Size: 1275 KB

Print Length: 100 pages

Simultaneous Device Usage: Unlimited

Publisher: High Plains Publications; 1 edition (January 29, 2014)

Publication Date: January 29, 2014

Sold by: Digital Services LLC

Language: English

ASIN: B00152QEA0

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #495,348 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #29

in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing >

Telemarketing #68 in Books > Business & Money > Marketing & Sales > Marketing >

Telemarketing #857 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling

## Customer Reviews

This book is a must for anyone who is uncomfortable or afraid to make prospecting calls. It guides you through the process and the mindset needed to actually look forward to getting on the phone.

I read somewhere that most salespeople would rather have a root canal than make a cold call. Sidney has gone to a great deal of effort to help readers understand why they may feel call reluctance. He also offers guidance on reprogramming unhelpful thinking that stands in the way of prospecting activity. Sidney's book focusses on reprogramming the mind so you can get into the prospecting zone. I would have given 5 stars if he went to the next stage with sample call guides structured in such a way as to reduce call reluctance. I spent several hours with a communications expert nailing my prospecting 'script'. Sidney's book is about getting into the right mindset. But you also need a script you know will work if you are going to nail your prospecting.

[Download to continue reading...](#)

The Prospecting Mentality: How to Overcome Call Reluctance, Procrastination and Sleepless Nights  
How I Conquered Call Reluctance, Fear of Self-Promotion & Increased My Prospecting! Time  
Management: Guide to Time Management Skills, Productivity, Procrastination and Getting Things  
Done (time management, procrastination, productivity, ... successful people, efficiency, schedule)  
The Founder's Mentality: How to Overcome the Predictable Crises of Growth The Founder's  
Mentality: How to Overcome the Predictable Crises of Growth Adrenal Fatigue: Overcome Adrenal  
Fatigue Syndrome With The Adrenal Reset Diet. How To Reduce Stress, Anxiety And Boost Energy  
Levels And Overcome Adrenal Fatigue Syndrome Arabian Nights (Illustrated Edition of the Tales of  
the Thousand and One Nights, including Aladdin and the Wonderful Lamp, Ali Baba and the Forty  
Thieves, and Sindbad the Sailor) Arabian Nights: Four Tales from a Thousand and One Nights  
(Pegasus Library) Red-Hot Cold Call Selling: Prospecting Techniques That Really Pay Off Red-Hot  
Cold Call Selling: Prospecting Techniques That Pay Off Sleepless Days: One Woman's Journey  
Through Postpartum Depression Sleepless in Hollywood: Tales from the New Abnormal in the  
Movie Business Follow Up and Following Through in Car Sales - Salesperson and Sales  
Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals  
Over the Phone (Outbound Sales Call) You are Now Less Dumb: How to Conquer Mob Mentality,  
How to Buy Happiness, and All the Other Ways to Outsmart Yourself Cowboy Mentality Plus...The  
Big One That Got Away Blues: Poems And Tall Tales Music Habits - The Mental Game of Electronic  
Music Production: Finish Songs Fast, Beat Procrastination and Find Your Creative Flow Time  
Management : 50 Secrets To Organise Yourself In A Noisy World And Kick Procrastination In The  
Butt! Time to Get Things Done: Beat Procrastination, Stop Being Lazy, Take Actions, and Master  
Your Life in 24 Hours (2nd Edition) (Organize Yourself, Organize ... Self Organization, To Do List  
Book 6) Success Mindsets: Top 25 Secrets On How To Manage Your Prosperity and How To Beat

Procrastination The Now Habit: A Strategic Program for Overcoming Procrastination and Enjoying  
Guilt-Free Play

[Dmca](#)