

*Webinar on*

# **2 Webinar Courses On Building Your Cold Calling Skills, And Sales Strategies, Tactics And Techniques For Beginners To Experienced**

# Webinar Description

The bundle of below mentioned webinars discuss Building your cold calling skills, Strategies, Tactics, and Techniques, Sales and selling skills for beginners or experienced.

The webinar format is 1-1.5 hours of audio-visual presentation, including a brief Q&A session.

This webinar bundle includes below 2 recorded webinars:

**Cold Calling Strategies, Tactics and Techniques**

**Closing without “Closing”**



# Cold Calling Strategies, Tactics and Techniques

Presented by Joe Rosner

You may have been told cold calling is a numbers game and that's true. But the numbers are just variables in a formula which you may have greater control of than you may know. For example: If you called one million people and merely asked, "Do you want to buy my product or service", would you make any sales? The math says, with one million as your denominator, you will as long as your divisor is bigger than one in a million. (You'd also be exhausted).

What if you asked, "Would you like to buy my really great product or service at a terrific price?" You'd make more sales, right? What changed? You improved your results (divisor) with a better technique. In this "Cold Calling Strategies, Tactics and Techniques" you'll learn new ways (And be reminded of good cold calling ideas you used to know.) to find new prospects, get through to them and get more yes's when you do.



# Closing without “Closing”

Presented by Steve Heroux

The days of the “Hard Close” and manipulating people with sales tactics and tricks are over. Most salespeople and business owners use language that is overrated, antagonistic, and antiquated. 90% of salespeople talk too much, don’t listen enough, and are constantly in pitch mode instead of solution mode, which is why they struggle with sales. In this strategic webinar, you’ll learn how to create an environment where your prospects are asking you how to move forward and how to utilize the art of asking effective questions and active listening. This, in turn, leads your prospects to feel satisfied and understood, with a feeling of comfort, to move forward working together.



To register please visit:

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