

# Successful Telemarketing

Opportunities and Techniques for  
Increasing Sales and Profits

A handwritten signature in white ink that reads "Bob Stone". The signature is fluid and cursive, with the first and last names clearly distinguishable.

Bob Stone  
Chairman Emeritus, Stone & Adler, Inc.  
a Young & Rubicam company

A handwritten signature in white ink that reads "John Wyman". The signature is fluid and cursive, with the first and last names clearly distinguishable.

John Wyman  
Vice President, AT&T

# Successful Telemarketing Opportunities And Techniques For Increasing Sales And

**Richard L. Irwin, William Anthony  
Sutton, Larry M. McCarthy**



## **Successful Telemarketing Opportunities And Techniques For Increasing Sales And:**

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