



SUCCESSFUL TELEPHONE SELLING IN THE '90S



Revised Edition of Successful Telephone Selling in the '80s

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- *Integrating the latest technologies*
 - *Getting through the screener*
 - *Closing with proven techniques*
 - *Overcoming every objection*
- *Projecting a winning telephone image*

***MARTIN D. SHAFIROFF
and ROBERT L. SHOOK***

Successful Telephone Selling In The 90s

Jeff Slutsky, Marc Slutsky



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