

*“...salespeople (and their managers) will find more specific information about finding new clients by using the telephone in **Telephone Prospecting** than they will find in a whole shelf of books on telemarketing in general.”*

—**Madeline Bodin, Editor**
INBOUND/OUTBOUND Magazine

The Insurance Agent's Guide to **TELEPHONE** **PROSPECTING**

**MONEY-MAKING POWER STRATEGIES
FROM A TOP TELEPROSPECTOR**

DISCOVER —

- Teleprospecting: how to create what you need to get in the door
- Regional differences: what does and doesn't work, where and why
- A new look at objections: what are they really saying?

LOU ELLEN DAVIS

The Insurance Agents Guide To Telephone Prospecting Money Making Power Strategies From A Top Teleprospector

**Yolanda A. Johnson, Sonya D. Hill, Julie
A. Mitchell**

The Insurance Agents Guide To Telephone Prospecting Money Making Power Strategies From A Top Teleprospector:

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