



TELEPHONE TECHNIQUES

- **Course Objectives**
- To develop your telephone call management skills.
- To help you to improve communication with your customers (internal and external).
- To help you to handle difficult callers and complaints.
- To show you how to control the conversation.
- To improve your listening skills.

Telephone Techniques That Sell

Art Sobczak



Telephone Techniques That Sell:

How to Sell More, in Less Time, with No Rejection Art Sobczak,1998 *Telephone Techniques that Sell* Charles Bury,1980 **Telephone Techniques That Sell** Charles Bury,1981-08-01 **Telephone Tips That Sell!** Art Sobczak,1996-04 In *Telephone Tips That Sell* Art Sobczak gives you proven time tested real world common sense techniques for using the phone in all parts of the sales process Every salesperson uses the phone whether it be to prospect service manage accounts or handle the entire sales process this book helps you to do it easier more successfully and helps you eliminate that morale shattering rejection that stops many salespeople from picking up the phone **How to Sell More, in Less Time, with No Rejection** Art Sobczak,1995 **How to Give Good Phone** Lisa Collier Cool,1988 Effective telephone communication is vital to the successful executive ambitious newcomer and job applicant This total guide to telephone success employs step by step programs anecdotes examples and quotes from successful businesswomen and men

Telephone Techniques Dorothy Neal,1997-11 This five hour program teaches proper telephone use to help students develop and maintain professional relationships project a positive company image and provide reliable service The program includes a consumable text workbook an instructor s manual and key and a 40 minute videotape In addition to the content listed below the text also includes reinforcement exercises self assessments case studies reference charts for on the job use and a glossary *Be Your Own Sales Manager* Tony Alessandra,Jim Cathcart,John Monoky,1990-05-01 *Be Your Own Sales Manager* puts the most up to date management techniques at your fingertips offering smart strategies designed to give you a competitive edge In today s fast moving fiercely competitive markets sales is more than a job it is a career a profession requiring special knowledge and specific skills You have to be your own boss take on the responsibilities and reap the rewards of sales management [Success in MLM Network Marketing and Personal Selling](#) Gini Graham Scott,2013-04-30 Done right multi level marketing network marketing or personal selling by whatever term it is called offers you an opportunity to become rich and successful by not only selling a product but by building a growing sales team This complete and easy to use guide reveals how you can sell virtually any type of product or service this way You can start from your home or set up a small office and as your sales network multiplies your income grows from your expanding sales team So the profit potential is almost unlimited This book shows you how to do it with techniques for getting started the right way setting goals prospecting for leads selling your product or service effectively putting on presentations building a sales organization working with distributors hosting meetings and sales parties participating in a trade show speaking to promote your product doing your own publicity **Selling Your Services** Robert W. Bly,2025-08-22 From the author of the *Copywriter s Handbook* comes Robert W Bly s *Selling Your Services Proven Strategies for Getting Clients to Hire You Or Your Firm* If you sell any kind of service whether professional personal or technical this book will give you the information you need to bring in large numbers of sales at the fees you want [The Inner Game of Selling . . . Yourself](#) James Borg,2014-05-12 *The Inner*

Game of Selling Yourself Mind Bending Ways to Achieve Results in Business offers tips on the art of successful selling not only for professional salespeople but also for anyone in business who wants to effectively get their viewpoint or message accepted It argues that salesmanship requires no special skills but just draws upon a few basic personal qualities by putting yourself into selling Comprised of 12 chapters this book begins with an overview of salesmanship as an art focusing on selling as essentially about appealing to human nature The reader is then introduced to three important techniques of persuasion that enable anyone to strike a chord in the mind of the other s and so an idea is accepted empathy sincerity and perspicacity The importance of questioning and listening in getting inside the mind of someone as well as holding the audience s attention is also emphasized Subsequent chapters explain the importance of a good memory for a person in business who wants to sell himself herself the use of the telephone to communicate with potential clients types of clients four stereotypical salespeople the process of negotiation and the power of words in selling The final chapter describes the fortunes of a sales manager first to show how not to do it and then to demonstrate the art of successful selling This monograph is intended for those in business who wish to know how to sell themselves and how to be able to read people **The Publishers Weekly** ,1972

Selling on the Phone James D. Porterfield,1985-03-07 An interactive guide that teaches how to create a positive climate qualify the potential customer listen effectively to recognize needs create positive images deal with informed buyers satisfy objections and close Includes self assessment exercises which readers can tailor to their own product or service *Smart Selling on the Phone and Online* Josiane Feigon,2021-10-12 In an age of telesales and digital selling this award winning business book pinpoints the ten skills essential to high efficiency high success sales performance based on the author s TeleSmart 10 System for Power Selling Bestselling author and TeleSmart Communications president Josiane Feigon equips salespeople with the powerful tools they need to open stronger build trust faster handle objections better and close more sales when dealing with customers they can t see face to face In *Smart Selling on the Phone and Online* you ll learn how to overcome ten different forms of paralysis and reestablish momentum sell in sound bites not long winded speeches ask the right questions to reveal customer needs navigate around obstacles to get to the power buyer and prioritize and manage your time so that more of it is spent actually selling The world of selling keeps changing and sales professionals are on the front line of innovation to keep profits flowing Combining an accessible text with clear graphics and step by step processes *Smart Selling on the Phone and Online* will help any rep master the world of sales 2 0 and become a true sales warrior Spa, Salon & Health Club Selling Skills Gerard Assey, If you could drastically increase the value of each customer s visit to your Spa Salon or Health Club by 60% or more Yes certainly more how would that impact your business s profitability To be brutally honest sadly most spas salons or health clubs LOSE that amount every time a customer walks out of their door Salon Marketing has changed considerably over the last few years and so businesses need to embrace these changes to improve the way they sell to their clients without being in fear of doing so Besides the regular services and when successfully done

the profit from retail sales can even pay for the rent of your premises and part of the consumables This book Spa Salon Health Club Selling Skills is therefore is a must have for anyone in the spa beauty salon health club similar businesses on how to take the business further by Selling 1 Yourself 2 Customers go by what they see in you first the way you carry conduct yourself 3 Your Services 4 Retailing your Products 5 Projecting the Right Salon Image It covers in detail each step required for the Sales Customer Service Process the skills sets behavior attitude and is aimed at all therapists beauticians receptionists retail sales customer service shop floor staff supervisors team leaders their managers who are keen on creating a memorable experience that is enjoyable by encouraging customers to return again Potential profits could be walking out of the door every single day Can your salon spa business afford this to be happening Increase Sales in Your Spa Salon Today Here s what some of our Participants have to say after attending our session on Professional Selling Skills for SPA s Salons and Health Clubs Very interesting One of the best I have had in my life After the training I was clear about the objectives of selling in my spa It built our creativity to work in teams with open minds Learnt a lot on up cross selling handling complaints politely how to translate to profits Awesome Interesting Very useful information the way to handle my Guests very useful for my future I liked the fact that the Trainer was able to keep the attention interest of the participants at ALL times A lot of useful information Forced us to think by ourselves Excellent Training Clear great information loved the exercises examples I gained enough valuable information Gerard A great Trainer Helped me greatly on my self confidence handling complaints being customer focused Every part clearly understood Gained extensive knowledge in selling up selling cross selling our services Changed my personal attitude Thanks a lot Magnetic Selling Robert W. Bly,2006 What is it that makes some sales professionals irresistible while others can t even get their feet in the door Successful salespeople have a magnetic attraction that draws prospects in and makes them want to do business with you The good news is that the elements of sales magnetism are something anyone can learn and this book shows you how Magnetic Selling reveals the simple but powerful truths you need to entice more prospects and close more sales You ll find out how to immediately create an irresistible attraction not only to your products but also to yourself You ll learn how to Develop and exhibit the qualities that will appeal to people Develop a telephone voice people won t hang up on Master the principle of continuing the conversation Use words and phrases that make people more open to what you re selling Exclude the nonessential information people consider irrelevant or boring This book gives you proven techniques for attracting more potential buyers improving response rates while prospecting and intensifying interest when closing the deal to encourage bigger orders From making memorable sales presentations to using inexpensive deal sweeteners to accurately assessing customers requirements to overcoming buyer skepticism and price objections Magnetic Selling provides the key for closing more sales more often and achieving unprecedented success **Selling Skills for Spa's, Salons & Health Clubs** Gerard Assey,2023-05-13 This book is a must have for anyone in the Spa Beauty Salon Health Club similar businesses on how to increase Sales Revenues and Profits and

take the business further by 1 Selling Yourself 2 Selling Your Services 3 Retailing your Products Up Sell Cross Sell 4 Retaining Customers for Life 5 Standing out from your Competition 6 Projecting the Right Salon Image It covers in detail each step required for the Sales Customer Service Process the skills sets behavior attitude and is aimed at all therapists beauticians stylists receptionists retail sales customer service shop floor staff supervisors team leaders managers who are keen on creating a memorable experience that is enjoyable by encouraging customers to return again Potential profits could be walking out of the door every single day Can your salon spa business afford this to be happening Increase Sales in Your Spa Salon Today Here s what some of our Participants have to say after attending our session on Professional Selling Skills for SPA s Salons and Health Clubs Very interesting One of the best I have had in my life After the training I was clear about the objectives of selling in my spa It built our creativity to work in teams with open minds Learnt a lot on up cross selling handling complaints politely how to translate to profits Awesome Interesting Very useful information the way to handle my Guests very useful for my future I liked the fact that the Trainer was able to keep the attention interest of the participants at ALL times A lot of useful information Forced us to think by ourselves Excellent Training Clear great information loved the exercises examples I gained enough valuable information Gerard A great Trainer Helped me greatly on my self confidence handling complaints being customer focused Every part clearly understood Gained extensive knowledge in selling up selling cross selling our services Changed my personal attitude Thanks a lot Brain Sell Tony Buzan,Richard Israel,1995 Brain Sell based on the latest scientific research and the experiences of some of the world s most successful salespeople explains how to identify which mental skills are currently being used in selling apply whole brain selling to any sales situation use a multi sensory format in selling develop your sales memory and remember customers names and faces Mind Map and be prepared for the sales information age master the mind body link keep focused and retain customer information mentally rehearse the sale make memorable sales presentations and develop and use a personal sales commercial 52 Terrific Retail Tips Jurek Leon,2002

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Telephone Techniques That Sell Introduction

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