

*“...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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