



SUCCESSFUL TELEPHONE SELLING IN THE '90S



Revised Edition of Successful Telephone Selling in the '80s

- *Developing a powerful presentation*
- *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

Martin D. Shafiroff, Robert L. Shook



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Hardball Selling Robert L Shook, 2003-12-01 Straightforward strategies for those who want to take control of the sale and join the winning top 5 percent of the sales force Get your foot in the door Control the sale without manipulation Create a sense of urgency Let the buyer participate Learn the crucial subtleties of an aggressive approach Target the biggest sales Sell abroad And much more For many companies 20 percent of their sales force generates 80 percent of their sales volume In this hands on guide Robert L Shook a master salesman teaches the high pressure strategies that mean the difference between a super seller and a salesperson The methods spelled out in this book describe what it takes to be in the elite 5 percent In Hardball Selling Shook inspires all salespeople to dare to be different and master hard selling without browbeating or offending customers Shook spent 17 years in the trenches perfecting his successful strategies Using the four basic principles of hardball selling he guides you through all the steps from getting past the gatekeeper to the single minded tactics necessary to close a sale Shook s Hardball Selling is provocative and controversial and filled with wonderful selling tips I highly recommend it to every salesperson Martin D Shafiroff the world s No 1 stockbroker

Successful Telephone Selling in the '80s Martin D. Shafiroff, Robert L. Shook, 1982

Backstage Wall Street: An Insider's Guide to Knowing Who to Trust, Who to Run From, and How to Maximize Your Investments Joshua M. Brown, 2012-03-06 Chances are you haven t been making the best investing decisions Why BECAUSE THAT S HOW WALL STREET WANTS IT T he always irreverent author of the Reformed Broker blog has written an excellent narrative that shares all of your broker s dirty little secrets Much like Michael Lewis Liar s Poker captured the essence of 1980s institutional Wall Street Brown s Backstage Wall Street recreates the boiler room retail brokerage culture of the 1990s and early 2000s in vivid color FORBES With a smirk a lashing wit and an appropriate irreverence Joshua Brown gives voice to what all investment professionals are or should be secretly thinking MICHAEL SANTOLI Barron s columnist The pages of this book are filled with colorful expos s of misconduct in the way Wall Street presents and sells itself and its financial products offerings Run don t walk to read Brown s chronicles of deception perpetrated by those wonderful folks on Wall Street who nearly bankrupted the world s fi nancial system a few short years ago DOUGLAS A KASS Seabreeze Partners Management Inc Everything you ve ever read about Wall Street is a total lie Everyone is lying to you every day Until you read this book JAMES ALTUCHER Formula Capital and author of I Was Blind but Now I See Joshua wants Wall Street to be awesome You can feel it every day on his amazing blog and in this great book He is happy to shout when Wall Street drives him crazy I guarantee you will enjoy this book that describes the action behind the business of Wall Street and his own experiences along the way HOWARD LINDZON Lindzon Capital and founder of StockTwits Joshua Brown may be the funniest writer on finance today but

Backstage Wall Street could make you cry more than laugh The buffoons manipulators and incompetents Brown parades before us are the stewards of our retirement accounts What s important is that investors understand the choices before them Backstage Wall Street goes a long way to taking us backstage while making us laugh in the process BARRON S About the Book Wall Street is very good at one thing convincing you to act against your own interests And there s no one out there better equipped with the knowledge and moxie to explain how it all works than Josh Brown A man The New York Times referred to as the Merchant of Snark and Barron s called pot stirring and provocative Brown worked for 10 years in the industry a time during which he learned some hard truths about how clients are routinely treated and how their money is sent on a one way trip to Wall Street s coffers Backstage Wall Street reveals the inner workings of the world s biggest money machine and explains how a relatively small confederation of brilliant sometimes ill intentioned people fuel it operate it and repair it when necessary none of which is for the good of the average investor Offering a look that only a long term insider could provide and that only a reformed insider would want to provide Brown describes THE PEOPLE Why retail brokers always profit even if you don t THE PRODUCTS How funds ETFs and other products are invented as failsafe profit generators for the inventors alone THE PITCH The marketing schemes designed for one thing and one thing only to separate you from your money It s that bad but there s a light at the end of the tunnel Brown gives you the knowledge you need to make the right decisions at the right time Backstage Wall Street is about seeing reality for what it is and adjusting your actions accordingly It s about learning who and what to steer clear of at all times And it s about setting the stage for a bright financial future your own way

Marketing Information Hiram C. Barksdale, Jac L. Goldstucker, 1995

Confessions of a Stockbroker Andrew A. Lanyi, 1992 In an amusing and entertaining style the author confesses to every tactic secret and method that has enabled him and could enable you to make big money Filled with funny and enlightening anecdotes this book shows you the way to find your own blue chips of the future while taking you along on an always facinating and entertaining journey

Opportunities in Telemarketing Careers Anne Basye, 1994 Provides information on educational requirements salary opportunities career advancement and the employment outlook This title tells students what each profession is all about and the various job opportunities It also aims to bridge readers to other resources on employment opportunities in the professional field

American Book Publishing Record , 1990

The British National Bibliography Arthur James Wells, 1998

How to be the Complete Professional Salesperson Robert L. Shook, 1994 A bestselling author offers tips strategies and examples from his successes on how to become the best salesperson The psychological and interpersonal aspects of selling are timeless and Shook s very basic advice should be welcomed by a new generation of professional salespersons Booklist

The Top Books of the Year Successful Telephone Selling In The 90s The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous engrossing novels captivating the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the captivating narratives that have charmed audiences this year. Successful Telephone Selling In The 90s : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover expertly weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Successful Telephone Selling In The 90s : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids compelling storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Successful Telephone Selling In The 90s : Delia Owens "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and gripping novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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