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1) Focus on the goal. Beginners tend to think that cold calling is about making the sale. It's not. It's about getting... 2) Research your markets and prospects before cold calling. You need to target your cold calling to the right audience.



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3) Improve your chances to connect by leveraging social...

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open-ended questions that will unlock  
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minutes, says ProSales Connection, LLC.  
It's okay if it goes a few minutes longer,

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but a 10-minute cold call is unusual.

Besides, you're a business, and you  
have to reach out to X amount of people  
every day. Spending more than a few  
minutes per cold call will not help you  
achieve your goals.

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2. Mind your talk-to-listen ratio. Which is why

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as opportunities instead of barriers, it will quickly become your favorite way to acquire new customers and clients. Do you want to learn more about growing your business with cold calling?

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real estate investor's lead-generation strategy. However, successful cold calling involves a lot more than just picking up the phone and having a...

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This is a cold call after all and you don't know much about your listener—allow



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them to fill in the gaps and to help you create a better pitch that solves their problems. Example: "That's right, we work mainly with small-to-medium-sized agencies like you. Mind telling me more about some of the [main challenges or something you'd like to find out more about]?"

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### **The Only Cold-Calling Script You'll Ever Need**

The key to effective cold calling is to establish a real connection with the prospect, empathize and be given the floor to make the pitch. Flyn Penoyer, Inside Sales Trainer and Strategist at Penoyer Communications said, "Before you start your "sales call" it is critically

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important that you have the prospect in  
communication with you.

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but many successful businesses rely on cold calling to drive revenue. Whether they're Fortune 500 companies or high-growth startups, they all have sales reps eagerly dialing numbers day in and day out. But if you're still doing cold calling like it's 1995, you might as well not do it at all. Too much has changed in the past 20+ years, which is why we've put

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A successful cold call means reaching  
the right person at the right time and in  
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these factors is in your control.

Reminding yourself that "it's a numbers  
game..."

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Cold calling is one of the best  
investments you can make during the  
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What's the Best Time of Day to Cold Call? Different agents will answer this question differently. There's no right or wrong answer here, although research suggests that the best time to cold call is between 4pm to 5pm in the afternoon.

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Insights Lab by Marc Wayshak 337,703  
views. 21:18. The psychological trick  
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go through to voicemail. On average it takes 17 cold calls before you are connected to a live person and can have a...

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Confidence is an absolutely essential part of creating a relaxed tone for cold

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calls. So that means you need to work on improving but also think about some of the things you do really well. And simply practicing and making a lot of calls can make you feel more confident over time. Don't Dwell on Small Talk

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No one knows cold calling better than an experienced colleague. Encourage your salespeople to find someone they can practice with, at least 5-times per day, till they have a cold calling script that works. In fact, this can help them come with cold call script to get appointments for further conversion as well.

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