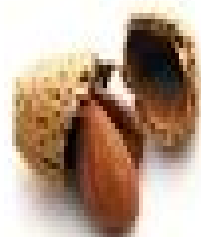




# Guide to Telephone Tactics



Graham  
Roberts-Phelps

# Telephone Tactics

**Iain Maitland**



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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

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who of who they are Deep level understanding must unfold like a rose You can not rush that natural process either Having said this do not be shocked when someone you think you know fully someone who you consider to be quite predictable shows you some aspect of them selves that changes everything It happens So why risk entering and maintaining relationships at all The answer is basic really We were not each given our own little island We connect bond and care for one another because it as important as breathing We forgive much in love yet some things are intolerable unacceptable and yes unforgivable such as Abuse Jen s story is a classic tale of the process of peeling that onion leading to the core and the discovery of a sickness so great that the only response possible was to escape An intelligent woman a professional therapist herself was still conned as she could only see the outer layers for far too long The how and the why are explored in depth the recognition and awareness revealed and the strategies and skills to survive are explained in a common sense manner Self care techniques the Boundary setting process and Assertive communication skills are offered to the reader both in Jen s story and in the educational component of the text Let the honesty humor and compassion guide you through the process toward understanding Remember Who you are      Collection Management Handbook A. Michael Coleman,2004-04-12 You don t have to be gifted to

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