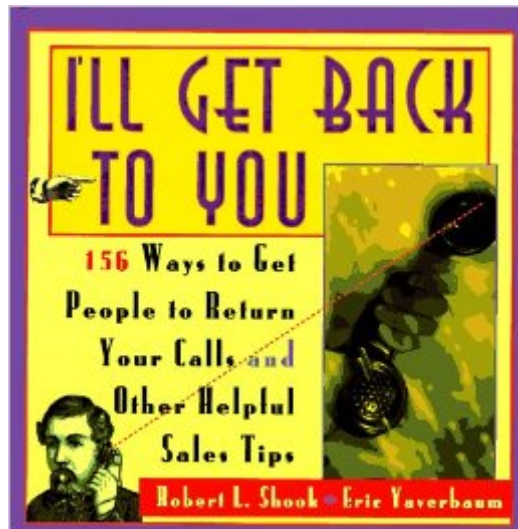


The book was found

I'll Get Back To You: 156 Ways To Get People To Return Your Calls And Other Helpful Sales Tips



Synopsis

At one time or another, every one faces the challenge of advancing past an unresponsive gatekeeper and getting his or her message across to real decision makers. Now they can use over 200 field-proven strategies for converting any telephone into a powerful sales ally that gets people to return calls and produces skyrocketing sales. National print ads, media.

Book Information

Paperback: 190 pages

Publisher: Mcgraw-Hill (June 21, 1996)

Language: English

ISBN-10: 0070577218

ISBN-13: 978-0070577213

Product Dimensions: 0.8 x 7.2 x 7.5 inches

Shipping Weight: 12 ounces

Average Customer Review: 3.7 out of 5 starsÂ Â See all reviewsÂ (6 customer reviews)

Best Sellers Rank: #1,114,940 in Books (See Top 100 in Books) #87 inÂ Books > Business & Money > Marketing & Sales > Marketing > Telemarketing #473 inÂ Books > Business & Money > Marketing & Sales > Marketing > Multilevel #2105 inÂ Books > Business & Money > Marketing & Sales > Advertising

Customer Reviews

I hear this gem may be out of print. I cannot imagine it is, but if so, look through 's used and out of print titles. Today, you compete with the Internet, voice mail, answering machines, cell phones, television, e-mail, pagers... the list goes on. Getting through is NOT in bad taste or impolite - Doing so shows you care about the person you want to speak to and you owe it to them to get your message across OR if not, then your message is unimportant and you shouldn't be bothering them in the first place. The best advice centers not around deception but around leaving them wanting more! when you call, tell them what you need or want to say but don't say it all! Leave a trailer in their mind of, "I wonder what he or she meant by that?" or "I just HAVE to call back to get more details!" You are competing for a person's time, the only resource that person has that is not renewable. If your message is valuable you need to master Shook's skill set training. Of the 156 ways, if you learn and use only ONE, you will improve your callback response rate. And that's a great thing, you succeeded in competing against all the other noise that's out there. I only ask... make sure your message is worth getting through. Otherwise, don't waste the person's time.

This book is packed with fun and creative ways for having people get back with you. I personally used some techniques and was surprised how effective they were.

no longer have to read long books by one CEO! How the author got 100 honest CEOs is beyond me. But he did. 156 ways real good ones! I'm a middle manager with 155 people who report to me and this book was very very helpful and gave me some great food for thought.

[Download to continue reading...](#)

I'll Get Back to You: 156 Ways to Get People to Return Your Calls and Other Helpful Sales Tips
Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) Lessons from 100,000 Cold Calls: Selling Techniques That Work...No Matter How Many Calls You Make Passive Income With Covered Calls: Using Covered Calls, High Dividend Yields, and Puts for Low Risk Income Car Talk: Doesn't Anyone Screen These Calls?: Calls About Animals and Cars Galaxy S7: The Ultimate Beginners Guide - Learn Everything You Need To Know About Galaxy S7, Plus Helpful Tips & Tricks! (S7 Edge, Android, Smartphone) Galaxy S7: Beginners Guide - How To Start Using Your Galaxy S7, Plus Helpful Tips & Tricks And Hidden Features! (S7 Edge, Android, Smartphone) The Walking Dead #156 Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Interviewing: BONUS INCLUDED! 37 Ways to Have Unstoppable Confidence in Your Interview! (BONUS INCLUDED! 37 Ways to Have Unstoppable Confidence in Your Interview! GET THE JOB YOU DESERVE!) (Volume 1) It Calls You Back: An Odyssey through Love, Addiction, Revolutions, and Healing The Harvest Table: Welcome Autumn with Our Bountiful Collection of Scrumptious Seasonal Recipes, Helpful Tips and Heartwarming Memories (Seasonal Cookbook Collection) The Metal Detecting Bible: Helpful Tips, Expert Tricks and Insider Secrets for Finding Hidden Treasures The NEW Quick & Easy Block Tool!: 110 Quilt Blocks in 5 Sizes with Project Ideas - Packed with Hints, Tips & Tricks - Simple Cutting Charts & Helpful Reference Tables Dealing With Difficult People: Get to Know the Different Types of Difficult People in the Workplace and Learn How to Deal With Them (How To Win People, How To Influence People) Technical Sales Tips: Time Tested Advice for Sales Engineers, Technical Account Managers and Systems Consultants Small Business Tax Deductions Revealed: 29 Tax-Saving Tips

You Wish You Knew (For Self-Employed People Only) (Small Business Tax Tips Book 1) Kindle
Marketing Secrets - 33 Ways to Promote Your Kindle Book and Get More Sales (Kindle Publishing,
Book Publishing, Book Marketing) Stephan Schiffman's Telesales: America's #1 Corporate Sales
Trainer Shows You How to Boost Your Phone Sales

[Dmca](#)