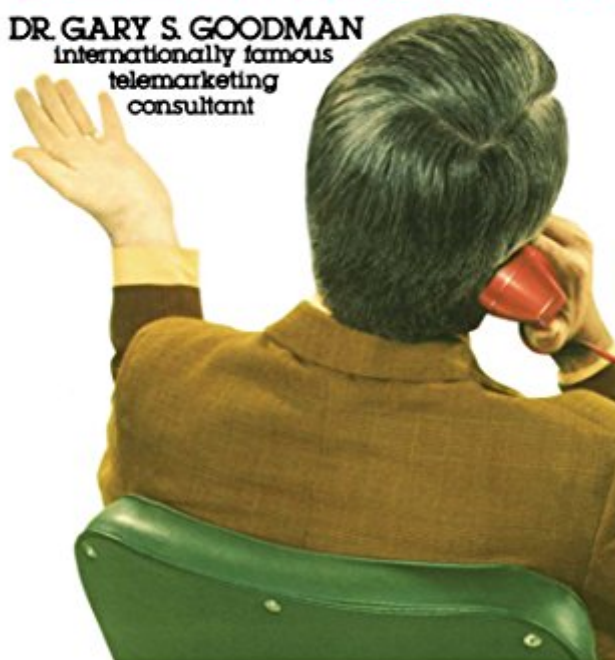


The book was found

You Can Sell Anything

YOU CAN SELL ANYTHING BY TELEPHONE!

DR. GARY S. GOODMAN
internationally famous
telemarketing
consultant



Synopsis

Tips and techniques for selling products and services on the telephone! This book shows you how to profit in the growing telemarketing boom. It is the most sophisticated telemarketing guidebook available. Written in a lively way, this book will sharpen your skills immediately.

Book Information

File Size: 411 KB

Print Length: 134 pages

Publisher: Touchstone (May 27, 2010)

Publication Date: June 15, 2010

Sold by: Digital Services LLC

Language: English

ASIN: B003O2SQOS

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #1,289,763 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #67

in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing >

Telemarketing #159 in Books > Business & Money > Marketing & Sales > Marketing >

Telemarketing #526698 in Kindle Store > Kindle eBooks > Nonfiction

Customer Reviews

The title hooked me, which is why I read the book. I am usually very skeptical of such effective titles because they are often dreamed up by the publisher's marketing department (which may not have even read the book). In this case, I was pleasantly surprised to find that the premise was followed through effectively in the book. I personally do not like to conduct business on the telephone. I even try to do teleconferences rather than telephone calls, so we can see each other. I found myself challenging my long-held preferences after reading this book. I had never thought about how much of my time it would save if I conducted more of my business by telephone -- especially with clients who like conversations as one of their preferred ways to learn. I also had not thought about how much elapsed time is saved, which is important in our ever-speeding-up world. Third, I had not considered how many more ways of testing new services I could do this way. Now, all of that

thinking did lead to another thought that the book did not address: Is Internet marketing an opportunity to take the telephone one step further? Since the book was written long before there was an Internet, we can't find out. But it did seem to me that many of the lessons in this book could be applied to the Internet. I plan to try. Here are the topics covered in the book: (1) examples of the full range and variety of things that have been successfully sold on the telephone (yes, there was a salesman who sold 20 percent of his Rolls-Royces by telephone).

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

Sell & Re-Sell Your Photos: Learn How to Sell Your Photographs Worldwide You Can Sell Anything Dirty Little Secrets: Why buyers can't buy and sellers can't sell and what you can do about it Launch: An Internet Millionaire's Secret Formula to Sell Almost Anything Online, Build a Business You Love, and Live the Life of Your Dreams You Can Negotiate Anything: The World's Best Negotiator Tells You How To Get What You Want 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) The Sell: The Secrets of Selling Anything to Anyone Copywriting: For Beginners!: How to Write, Persuade & Sell Anything to Anyone like a Pro with Copy Secrets of a Master Closer: A Simpler, Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere The Secrets of Power Negotiating: You Can Get Anything You Want Sewing to Sell - The Beginner's Guide to Starting a Craft Business: Bonus - 16 Starter Projects & How to Sell Locally & Online How to Sell Art to Interior Designers: Learn New Ways to Get Your Work into the Interior Design Market and Sell More Art Photography Business: Sell That Photo!: 10 Simple Ways To Make Big Bucks Selling Your Photography Online (how to sell photography, freelance photography, ... to start on online photography business) FBA: Product Research: Complete Expert Guide: How to Search Profitable Products to Sell on (FBA, Product Research, How to Find the Best Products to Sell on Book 1) A Drive to Win: The Story of Nancy Lieberman-Cline (Anything You Can Do... New Sports Heroes for Girls) You Can Negotiate Anything Home Staging for Beginners 2nd Edition: Learn Tips and Tricks on How Home Staging Can Get You the Top Dollar When You Sell Your Home! I CAN CAN RELISHES, Salsa, Sauces & Chutney!: How to make relishes, salsa, sauces, and chutney with quick, easy heirloom recipes from around the ... (I CAN CAN Frugal Living Series) (Volume 3) How You Do Anything Is How You Do Everything: A Workbook This book will teach you how to write better: Learn how to get what you want, increase your conversion rates, and make it easier to write anything (using formulas and mind-hacks)

[Dmca](#)