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approach of too many business  
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salespeople pitching cold. It doesn't work but too many businesses can't think of a better approach. The telephone is still the most important business tool - it is the

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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,

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which is why we've put together 36 of our best cold calling tips for startup founders and B2B sales pros who want to make more sales and close more deals.

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Successful cold calling - including the effectiveness of methods and techniques - essentially relies on your own attitude towards cold calling. Viewed negatively or passively, cold calling is merely a numbers game, where the sales person's calling (sometimes called 'canvassing' in this situation) is no different to a junk-mail leaflet.

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