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In High-Profit Prospecting, author Mark Hunter shatters six self-defeating myths about the art and science of finding customers to fill your company's new-business pipeline. Challenging the idea that prospecting is obsolete, Hunter describes a threefold process of preparing for success, using technology to your advantage, and identifying and reaching the right people.

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- Trade cold calling for informed calling
- Tailor your timing and message
- Leave a great voicemail
- Craft compelling emails
- Use social media effectively
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High-Profit Prospecting will super-charge your ability to control your sales destiny and walk you step by step past closed doors and through open ones you have never seen before. ” — Tim Sanders, author of Dealstorming

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Merging new strategies with proven practices that unfortunately many have given up (much to their demise), this must-have resource for salespeople in every industry will help you:

- Find better leads and qualify them quickly
- Trade cold calling for informed calling
- Tailor your timing and message
- Leave a great voicemail and craft a compelling email
- Use social media effectively
- Leverage referrals
- Get past gatekeepers and open new doors

And more For the salesperson ...

High-Profit Prospecting: Powerful Strategies to Find the ...

A great voicemail can be of your best strategies to turn a lead into a prospect. The key is keeping it tight, short and 100% focused on the person you ' re calling, rather than on yourself. Check out the below video, where I share the 14-second voicemail strategy. It ' s just one of the many strategies in my new book, High-Profit Prospecting.

High-Profit Prospecting: 14-Second Voicemail | The Sales ...

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High-Profit Prospecting Book | The Sales Hunter

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Merging new strategies with proven practices, High-Profit

Prospecting will help you: * Find better leads and qualify

them quickly * Trade cold calling for informed calling *

Tailor your timing and message * Leave a great voicemail *

Craft compelling emails * Use social media effectively *

Leverage referrals * Get past gatekeepers and open new

doors * Steer clear of prospecting pitfalls * Connect with the

C-Suite * And more The Internet won ' t fill your sales funnel

and you can ' t rely on ...

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Now, in his new audiobook, sales expert Mark Hunter

shatters costly prospecting myths and eliminates confusion

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