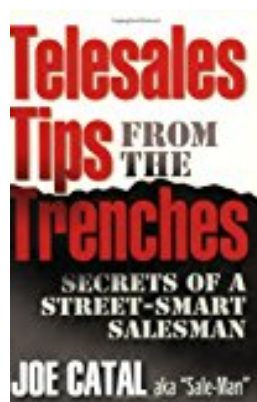


# [PDF] Telesales Tips From The Trenches: Secrets Of A Street-Smart Salesman

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**Description:**

**About the Author** Joe Catal is a salesperson just like you. He has averaged 100+ calls per day since 1985. He has heard over 350,000 "no's" by phone-while consistently being among the top salespeople everywhere he's worked. He has sold insurance, computer-software, websites, furniture, warranties, pet insurance, long distance services, radio advertising, and financial services. He has tested these tips "in the trenches" and they'll help you dramatically increase your own sales and

appointments.

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