



Setting Sales Appointments:How To Gain Access To Top Level Decision-Makers

Scott Channell

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How much business could you close if you could get access to the top level decision makers at future accounts you desire the most? This book summarizes and relates a complete system of actual step-by-step methods and winning scripts that get the meeting with those who can authorize checks. Scripting and more scripting. Responses to resistance. Gatekeeper and voice mail strategies. Methods to have more conversations. How to gain value from unreachables and "no's." How to follow-up efficiently and easily. How to generate more conversations with real decision-makers. What to say after "Hello" to generate the conclusion you are worth 60 minutes of someone's time. Much more.

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