



Sales Secrets of a Telemarketing Queen: How to double your sales with integrity. (Volume 1)

Mary T Shanley

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Sales Secrets of a Telemarketing Queen is a step by step guide for new Sales Professionals and Small Business Owners to build their business using Tips, Techniques & Secrets developed by a professional Telemarketing & Lead Generation Expert who trained over 15,000 sales people and sold over a Billion \$'s for her clients. This simple step by step guide will provide new Sales Professionals with daily details of what they need to do to become a Sales Expert. The Sales Profession is critical to the success and growth of every business. Unfortunately to many people it's one of the hardest and most daunting tasks. It doesn't have to be difficult. There is a sales process that every successful sales professional knows and it's been clearly documented for that new sales rep right here in Sales Secrets of a Telemarketing Queen. The author easily demonstrates to the new sales person what needs to be done to get started identifying and building a prospect data base, prospecting to that data base, creating effective messages, lead generation, closing the sale, and developing a loyal ongoing customer base.

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