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~~Smart Calling~~
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The author postulates that if you properly prepare for a cold call (excuse me, "Smart Call") then you will eliminate fear, failure and rejection. That is not entirely true. You can prepare well for a public speech but that doesn't necessarily remove any physiological manifestations of fear of public speaking.

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Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling 3rd Edition, by Art Sobczak was fantastic, and a must-read for any sales and marketing professionals! I'm very selective on the sales thought leaders that I follow over the

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Calling using tired old formulas and scripts that customers recognize and dismiss from a mile away, you'll find an intelligent method for engaging prospects in conversations that get results.

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Second Edition, it offers even smarter tips and techniques for prospecting new business while minimizing fear and rejection.

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