



Mastering Telephone Skills for Sales Professionals - Audio & Workbook

Marcella McMahon, Dennis R. Kyle

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This nationally acclaimed THREE-HOUR course Mastering Telephone Skills is attended by thousands of professionals every year.

If you're searching for an answer to better telephone skills, Mastering Telephone Skills can help. Dennis Kyle, International Speaker, shatters the myths of traditional telephone techniques. He teaches sales professionals how to improve telephone qualifying, prospecting and appointment setting. Kyle's four-step process to objection handling turns objections into selling opportunities. You'll learn to quickly build rapport with prospects ultimately insuring more opportunities for appointments.

Kyle shares invaluable ideas on how to tame the voice mail beast and receive more callbacks. You'll learn how to break through gatekeepers turning them into information allies and much, much more...

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