

Mirror Appointment Setting: How to Go Beyond Blitzing to Building Long-Term B2B Prospect Relationships Step-By Step



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(Taylor Medhurst)*

MIRROR APPOINTMENT SETTING: HOW TO GO BEYOND BLITZING TO BUILDING LONG-TERM B2B PROSPECT RELATIONSHIPS STEP-BY STEP

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CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 136 pages. Dimensions: 8.5in. x 5.5in. x 0.3in. **APPOINTMENT SETTERS! How Successful Are You In Filling Those Appointments** This book shows you HOW TO fill those B2B Appointments Step-By-Step in a very simple, yet powerful and easy to understand format. Best book I have seen on this topic in 25 years - Myles Urquhart, Director, Ness Consulting Pty Ltd. Every sales team dreams of filling all of their appointments. And isn't it fun to project sales for all of those potential appointments and dream What if! But then reality sinks in. How do you get those appointments filled with qualified prospects The never-ending challenge of sales is how to get in the door. Here's just a bit of what's been covered in *Mirror Appointment Setting: Quick Start Guide*: In a hurry to get started Just read the Quick Start Guide and dive right in. *Mirror Marketer Hiring: Managers* -- this section is for you! Some of the topics covered: *Mirror Marketer Hiring Process Qualitative Scenario Survey* and more. . . *Mirror Marketer Training*: this is the meat and potatoes of this book. Includes: Email templates Phone scripts for: Qualifying a lead Decision Maker Receptionist Appointment Setting Handling objections Email Marketing Status ID Ladder Game (yes, let's play a game and have fun!) . . . A Screen Play of A Day in The Life of a Mirror Marketer. Here, you get to step into the Appointment Setters shoes and experience Mirror Appointment Setting moment-by-moment. And much more. . . Techniques in this book are for those businesses striving to create and sustain a highly successful business over the long-haul, standing on a foundation of carefully and thoughtfully-constructed, reflective business relationships. This book is speaking directly to...

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