



TELEMARKETING- USING THE TELEPHONE AS A SALES TOOL

This workshop will highlight how the telephone can supplement, enhance, and sometimes even replace other means of marketing and selling. It will show how having a personal approach can dramatically increase your sales success.

- Setting objectives
- Structuring calls
- Unique selling points (USPs)
- Understanding signals
- Closing techniques
- Gaining commitment

[BOOK YOUR PLACE NOW](#)

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SETTING OBJECTIVES

STRUCTURING CALLS

UNDERSTANDING
SIGNALS

GAINING
COMMITMENT

**BITESIZED COURSES
FROM
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Birmingham

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