



# ***SUCCESSFUL TELEPHONE SELLING IN THE '90S***



*Revised Edition of Successful Telephone Selling in the '80s*

- *Developing a powerful presentation*
- *Integrating the latest technologies*
  - *Getting through the screener*
  - *Closing with proven techniques*
  - *Overcoming every objection*
- *Projecting a winning telephone image*

***MARTIN D. SHAFIROFF  
and ROBERT L. SHOOK***

# Successful Telephone Selling In The 90s

**Joe Tye**



## **Successful Telephone Selling In The 90s:**

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