



SUCCESSFUL TELEPHONE SELLING IN THE '90S

Rewvised 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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than laugh The buffoons manipulators and incompetents Brown parades before us are the stewards of our retirement accounts What's important is that investors understand the choices before them Backstage Wall Street goes a long way to taking us backstage while making us laugh in the process BARRON S About the Book Wall Street is very good at one thing convincing you to act against your own interests And there's no one out there better equipped with the knowledge and moxie to explain how it all works than Josh Brown A man The New York Times referred to as the Merchant of Snark and Barron's called pot stirring and provocative Brown worked for 10 years in the industry a time during which he learned some hard truths about how clients are routinely treated and how their money is sent on a one way trip to Wall Street's coffers Backstage Wall Street reveals the inner workings of the world's biggest money machine and explains how a relatively small confederation of brilliant sometimes ill intentioned people fuel it operate it and repair it when necessary none of which is for the good of the average investor Offering a look that only a long term insider could provide and that only a reformed insider would want to provide Brown describes THE PEOPLE Why retail brokers always profit even if you don't THE PRODUCTS How funds ETFs and other products are invented as failsafe profit generators for the inventors alone THE PITCH The marketing schemes designed for one thing and one thing only to separate you from your money It's that bad but there's a light at the end of the tunnel Brown gives you the knowledge you need to make the right decisions at the right time Backstage Wall Street is about seeing reality for what it is and adjusting your actions accordingly It's about learning who and what to steer clear of at all times And it's about setting the stage for a bright financial future your own way

Opportunities in Telemarketing Careers Anne Basye,1994 Provides information on educational requirements salary opportunities career advancement and the employment outlook This title tells students what each profession is all about and the various job opportunities It also aims to bridge readers to other resources on employment opportunities in the professional field *Personal Best* Joe Tye,2000-03 From the popular NBEW series a wealth of up to date career advancing advice in a wide variety of subject areas Everywhere job markets are diversifying and growing leading to an unprecedented array of career options for today's professional This is an all inclusive round up of career advancement tips and tactics covering 14 topical areas from self knowledge goals mental toughness and creativity to planning a job search preparing resumes and becoming an entrepreneur It also includes case studies and guidance from many of the nation's leading business authorities Targets both entry level workers as well as experienced professionals Blends practical career advice with self help psychology to create a comprehensive career resource National Business Employment Weekly is the nation's leading career resource with a weekly readership of 120 000 plus The nation's career authority reveals the latest job search techniques **SPECIAL OFFER IN EACH BOOK** A FREE issue of the National Business Employment Weekly plus a four week FREE trial offer of the Wall Street Journal Everywhere job markets are diversifying and growing leading to an unprecedented array of career options for today's professional This is an all inclusive round up of career advancement tips and tactics

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