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[Smart Calling: Eliminate the Fear, Failure, and Rejection ...](#)

Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling 3rd Edition, by Art Sobczak was fantastic, and a must-read for any sales and marketing professionals! I'm very selective on the sales thought leaders that I follow over the decades and I've been a B2B sales leader for decades.

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Art Sobczak is sharing his proven system for selling by phone in the new, THIRD EDITION of Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling. Instead of using tired old formulas and scripts that customers recognize and dismiss from a mile away, you'll find an intelligent method for engaging prospects in conversations that get results.

~~Smart Calling™~~

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Smart calling: eliminate the fear, failure, and rejection from cold calling Sobczak, Art. This book provides tips and techniques for effective cold calling. It reflects changes and advances in the information gathering that comprises the "smart" part of the calling, and also includes real-life examples and success stories.;Introduction -- The ...

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