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The following telemarketing tips cover everything from personality tweaks to setting up your workspace for efficiency. Once you've got these tips down pat, check out this five-star course on how to cold like a boss and get absolutely anyone on the phone. 1. Stock Up On Vitals (i.e. No Excuses)

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10 Telemarketing Tips for Beginners

Internal communication is key in a productive telesales or telemarketing environment. So, make sure teams and

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individuals have the latest updates on targets and deadlines, and information about deals, so everyone is focused on the same results.

25 Tips to Make Your Telesales People More Productive

Use technology to speed things up eg click to dial CRM and Skype number recognition enables 1-click dialling. Use telemarketing to follow up other marketing activity eg emails or visitors to your stand. Have a glass of fresh water available for those 'parched' moments. Watch out for how caffeine affects you.

Telemarketing Tips 50 Do's and 50 Dont's

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average wage, the top phone sellers today make more than \$1 million per year – some much more.

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Kathy Sisk is founder and president of Kathy Sisk Enterprises Inc., a global consultancy specializing in inbound and outbound call center training, recruiting and outsourcing services. Sisk is the author of "Successful Telemarketing," a handbook on how to set up and manage a successful call center.

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