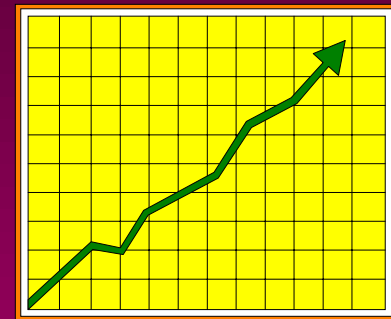


Jump-Start Your Sales *in Just 28 Days!*

➤ *In 28 Days to Increased Telephone Sales You Will Discover:*

- *The Secrets of Sales Professionals,*
- *The #1 Factor that Determines Success and . . .*



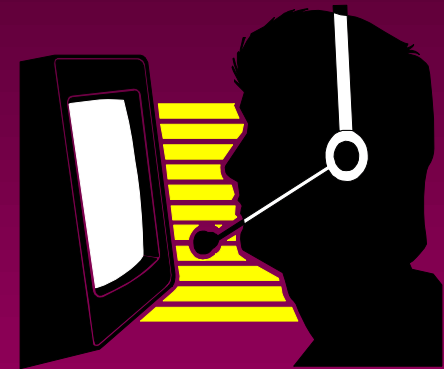
The Profile of a Sales Star



- Find Out:
 - What is the Number 1 reason people succeed in sales?
 - Which Habits are Most Critical?
 - Top Performers Share Which Three Characteristics?
 - And . . .

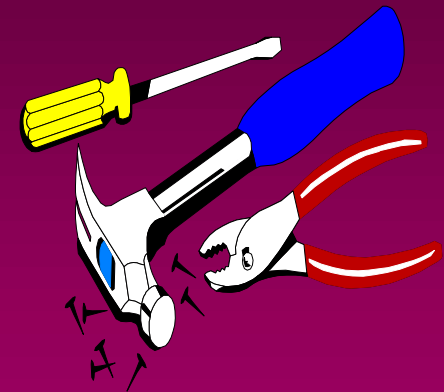
14 Essential Skills

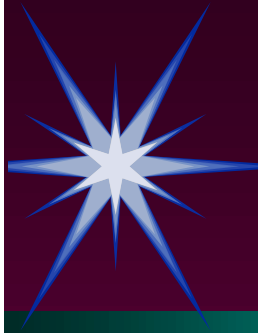
- Which skills do you need?
- How do you learn these skills?
- Which skills will increase sales faster?
 - *And . . .*



Time Management Tools

- You don't need to re-invent the wheel -
- This ready-to-use Program shows you specific techniques you can apply on a daily basis *starting today!*
- But . . .





Do You Have Time Robbers?

- ▶ Do you know what the two types of time robbers are, that can block your success?
 - ▶ Find out how you can eliminate time robbers
 - ▶ *and . . .*





Get Results

If we continue to do what we've always done, we will continue to get what we've always gotten.

- We are all in the business of *results*.
- Results mean: *Sales*
- This step-by-step program can help you get the results you want, *starting today!*
- Plus . . .



Make Incoming & Outgoing Calls Pay Off

- Get Critical Information:
 - Use High-Performance Words
 - And make a “Connection”
 - Along with 3 Simple Ways to Increase Orders,
 - You’ll find out . . .



How to Handle Objections

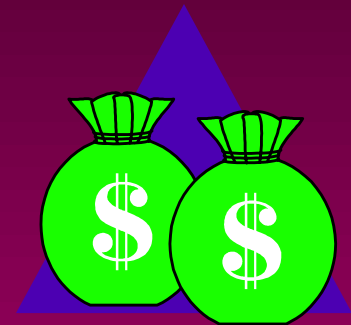
**Your price is
too high!**

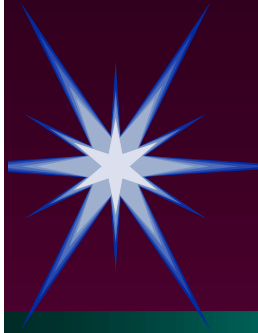


- What are the most frequently-heard objections?
- Learn how to uncover and handle hidden objections &
- Find out what objections *really* mean!
- And you'll discover . . .

The 3-Step Sales Strategy

- Find out how to use the most neglected first step to building long-term customer relationships!
- Understand and use the formula that adds *profit* to your bottom line!
- Discover the power of the 3-step sales strategy and learn why Linda Benson said:





“My Sales Soared. . .”

- ▶ "When I started the Telephone Sales Department here, *28 Days to Increased Telephone Sales* was my life-saver. I increased my sales from zero to \$60,000 a month in just 18 months. Ann Barr's program is a shortcut to success!"

*-Linda Benson, Consumable Products Manager,
Doering & Brown, London, Ontario*



Order Now and Begin Increasing Your Sales Today!

- ▶ *28 Days to Increased Telephone Sales* is available from Asay Publishing for \$179.75 U.S. Call (417) 781-9317, extension 222 - Toll Free: (800) 825-9633, ext. 222
- ▶ Or **SAVE 50%** and Order Online by credit card for only \$89.75 US & download in minutes on the *E-Books* page at www.sellingsupplies.com