



## Successful Telephone Selling in the '90s

*Martin D. Shafiroff*

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With the cost of personal sales visit to an industrial customer at well over \$200, almost all salespeople now make at least some use of the telephone to save time and money. The main purpose of *Successful Telephone Selling in the '90s*, however, is not to talk about reducing expenses but to show how to increase your sales production dramatically by using the telephone. A gold mine of practical guidance and information, this book divulges the methods that work for the top telephone salespeople in the country -- methods that can guarantee your own success.

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