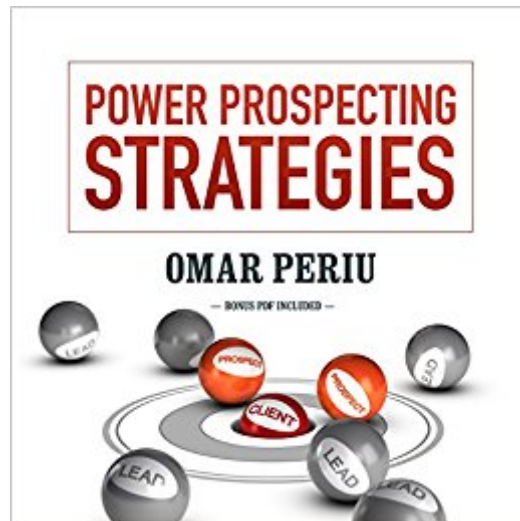




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Power Prospecting Strategies (Made For Success)



Synopsis

[*Presented by the author -- Omar Periu]Prospecting for new business is the number one aspect of selling that most salespeople fear. They're so afraid of it that they never learn how to do it well. In reality, it's just another skill to acquire when you're committed to achieving success. Once you learn the many strategies for finding people who are likely to be interested in your product, you'll develop a funnel of leads for business. Whether you're new to sales or a time-tested veteran, this program will give your prospecting efforts a tremendous boost. In this audio program and accompanying PDF workbook, you will learn the words to say to get the attention of buyers, to get through gatekeepers, and to network in such a way as to beat the competition to the market. In Power Prospecting Strategies you will learn how to turn cold calls into warm leads with powerful prospecting strategies, become a more strategic networker to gain a greater quantity of qualified leads for business, and master the strategies to get through to VIP clients with ease. Contents Include: Prospecting Defined Part 1 Prospecting Defined Part 2 Networking Part 1 Networking Part 2 Getting In Part 1 Getting In Part 2 Getting In Part 3 Getting In Part 4 Very Important Persons Part 1 Very Important Persons Part 2 The Internet Perseverance and Enthusiasm POWER PROSPECTING STRATEGIES PDF WORKBOOK

Book Information

Audio CD: 1 pages

Publisher: Made for Success, Inc. and Blackstone Audio; Audio Presentation edition (November 15, 2016)

Language: English

ISBN-10: 1441706151

ISBN-13: 978-1441706157

Product Dimensions: 1 x 5.8 x 5.5 inches

Shipping Weight: 7.2 ounces (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #1,471,179 in Books (See Top 100 in Books) #93 in [Books > Books on CD](#) > Business > Sales #1011 in [Books > Books on CD > Business > General](#) #1412 in [Books > Books on CD > Nonfiction](#)

Customer Reviews

OMAR PERIU has been educating entrepreneurs, salespeople, and business leaders worldwide for over twenty years. He's personally delivered more than 5,000 seminars and trained more than four

million people in 100 of the Fortune 500 companies. Omar has published 18 books with book sales numbering above 150, 000 copies. He has been honored to have the forewords written by the likes of Tom Hopkins, Mark Victor Hansen, and Zig Ziglar. Omar was born in Cuba. His family fled Castro's regime when he was only seven years old. They arrived in Miami with absolutely nothing other than the clothing they were wearing. They had no money and knew no one in the United States. It was truly a case of starting over from nothing. Omar had to learn the language and to adapt to a new culture in order to get by. Fortunately, Omar's father instilled a positive outlook in his children. He would repeatedly tell his children, "It doesn't matter who you are, where you're from or what color you are, you can do anything you put your mind to." Omar put his mind to achieving wealth. Keeping his father's words in mind as he began his working life as a personal trainer, Omar went from earning \$147 a month at age 21 to achieving multi-millionaire status by age 31 through ownership of his own businesses. Omar has direct, personal experience in launching and growing successful businesses in the fields of health & fitness, network marketing, restaurant, and real estate investments. Omar accomplished tremendous success by studying everyone he encountered who was doing better than he was. This spark of learning grew into a full flame as he not only studied the works of the masters in the field of self-development and business, but created opportunities to meet with them personally and become lifelong friends with many of them. As a member of the National Speakers Association, Omar has been inducted into the prestigious International Platform Association. He is on the Board of Directors to Wayne Huizenga's School of Entrepreneurs & Nova Southeastern University. He won the Business Man of the Year award in Florida in 2013, which was given by the Florida Business Advisory Council. Today, Omar has articles published in Success Magazine, Sales & Management Magazine, Selling Power Magazine and many more. His content is rich with both inspiration and practical skills for business professionals. His story is simply unforgettable.

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