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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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A good rule of thumb for b2b telemarketing is 100 calls per 7-hour day. However, it's dangerous to assume that this is correct in every case. If you're having really engaged conversations, the ratio can drop to 70 calls / day. If it's voicemail city, then you should be up in the 140 calls/day bracket.

10 Telemarketing Tips for Beginners

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Make Moves to Improve Internal Communication. Mark Brown. Internal communication is key in a productive telesales or telemarketing environment. So, make sure teams and 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

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BY A STREET-SMART SALESPERSON - Inside sales, telesales ...

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