



## Webinars, Demos and Teleconferences

**NEW Sales & Marketing Expert Advisor Series** - learn sales & marketing best practice tips. Each session features a top speaker discussing topics ranging from cold-calling to how to run effective sales teams - see schedule and descriptions below.

**Complimentary CRM Webinars** - learn more about CRM and Maximizer Enterprise in a live webinar. Some sessions include a CRM demonstration, while others focus on CRM best practices - see schedule and descriptions below.

Sales & Marketing Expert Advisor Series			
Topic: EA Series*			
Session	Date	Time	
Cold-Calling: Getting Successful Sales Results <i>Presented by Andrea Sittig-Rolf</i>	Tue, Mar 28	10:30am PT (1:30pm ET)	Session is FULL
	Thu, Apr. 13	10:30am PT (1:30pm ET)	Session is FULL

### Description

#### Cold Calling: Getting Successful Sales Results



Due to popular demand, a second session of this webinar has been scheduled April 13, 2006. If the phrase cold-calling makes your blood run cold, you're not alone. When we think of cold-calling we often conclude that we're bothering our prospects and worse, that they will reject us. On the contrary, combined with effective skills and techniques, it can help you find new customers and sales that you never would have found! During the webinar, learn how to "do the numbers" and make cold calls on a regular basis that get real results to build your pipeline. Also take home valuable tips on how to get past the gatekeeper, overcome common objections, and leave effective voicemail messages that actually get returned. Finally, learn how to turn cold-calling into a highly

effective best practice that becomes a regular part of your successful daily prospecting. Join us and see how to get results out of cold-calling, and how to make it actually a fun way to find new customers!

**Presented by:** Andrea Sittig-Rolf, President, Sittig Incorporated

**Topic:** EA Series **Session is FULL**