

THE RULES OF COLD CALLING AND RESPONDING TO LEADS

1. IMMEDIACY

Follow up as soon as you receive the number within a webform

Within 5 minutes is ideal, under 30 is ok



2. PERSISTENCY

Be patient and persistent! Don't give up!

It typically takes 6-9 phone calls to get an answer



3. TIMING

Learn what times are better than others to call

Some of the best times to call are between 8:00 to 9:00 a.m. and 4:00 to 5:00 p.m.



4. DAY OF WEEK

Run some tests and find out which days of the week are the best and worst for you to be making calls

We recommend Wednesdays and Thursdays. Avoid Tuesdays



5. LOCAL PRESENCE

This is a tool that allows your area code to match that of the recipients, so they're more likely to answer

Learn more about using Local Presence at SalesForce.com



For more business and sales growth tips, visit www.xant.ai/blog/the-seven-rules-of-cold-calling

 XANT

Cold Calling Seven Powerful Prospecting Strategies

Gary M. Armstrong, Philip Kotler



Cold Calling Seven Powerful Prospecting Strategies:

Reviewing **Cold Calling Seven Powerful Prospecting Strategies**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Cold Calling Seven Powerful Prospecting Strategies**," an enthralling opus penned by a very acclaimed wordsmith, readers attempt an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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