



5 ULTIMATE SCRIPTS FOR

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DRAMA

The Ultimate Of Phone Scripts

Douglas Adams



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Hot Prospects Bill Good, 1997-11-03 Whatever good or service you re selling five likely customers are worth a hundred random names No one can help you find new business by finding those five or five hundred or fifty thousand best qualified customers better than Bill Good For over a decade Bill Good s guide to increasing new business by finding the right prospective customers has been an invaluable resource to people in every imaginable profession involving selling Now completely revised and updated to include lessons on how email fax machines and the Internet can be incorporated into an effective prospecting and selling campaign it is the most valuable tool a salesperson can own Anyone who does any prospecting or selling by phone from securities insurance and real estate to fund raising knows the frustrations and rejections inherent in cold calling Many people come to fear it But why should this be so Certainly there are people out there who need and want the product you re selling If only you could more efficiently generate a list of just those people weed out the hopeless cases and launch a simple and highly effective campaign to win them to your side *Prospecting Your Way to Sales Success* shows you how to do just that Bill Good draws on all he s learned from a long successful career teaching companies and individual entrepreneurs how to create successful prospecting campaigns He jettisons the stale old school don t believe a customer who says no philosophy for a plan of attack that finds good prospects while quickly screening out unqualified uninterested customers From the first contact to the final close Bill Good will help you design a complete customized prospecting campaign In this new revised edition bursting with fresh ideas for incorporating new media and new technologies into his proven campaign strategies Bill Good has updated a classic and given salespeople everywhere a book

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The Mass Marketing of Politics Bruce I. Newman, 1999-07-02 Bruce I Newman tells us briskly firmly what our instincts also tell us We are mass marketing images rather than providing real leadership Paul Simon Former U S Senator Public Policy Institute Southern Illinois University Gatorade and Coke do it so do candidates for high office they manufacture images and manipulate reality to win our favor In this insightful and compelling study Bruce I Newman demonstrates what politicians and interest groups are doing to us and what we need to do to strengthen our democracy Dennis W Johnson Associate Dean George Washington University Bruce Newman has written an incisive account of the role that marketing plays in contemporary politics He argues persuasively that mass marketing techniques are profoundly changing and corroding American politics His book provides an enlightful analysis of the ways in which marketers have transformed the presidential election Richard M Perloff author of Political Communication Politics Press and Public in America This book is a must read for anyone concerned about the growing trend of sound bite over substance willful manipulation of the media over honest engagement of the American Public David Wilhelm Former Chair of the Democratic National Committee While marketing has led to better quality in most markets we are beginning to have serious doubts about what is doing to the quality of political life Bruce Newman raises serious questions about whether anyone of merit can get elected today without the support of expensive and sophisticated marketing machinery Philip Kotler S C Johnson Son Distinguished Professor of International Marketing Northwestern University Marketing not ideology drives America's contemporary political system with an emphasis on image over substance personality over issues and 30 second sound bites over meaningful dialogue Through the use of carefully crafted messages meant to manipulate voter thinking the same marketing tactics used by Fortune 500 companies is shaping public opinion The Mass Marketing of Politics details how marketing tactics are being used to determine public opinion win votes and shape public policy in the White House and Congress The book points out the pitfalls of relying too heavily on marketing as a campaign and governance tool and offers solutions to fix our political system before it is too late Bruce I Newman is the author of The Marketing of the President Sage 1993 and the forthcoming Handbook of Political Marketing He has served as a communication advisor to top White House officials and has written widely on the subject of political marketing in both scholarly and popular media The Mass Marketing of Politics is provocative and essential reading for anyone interested in American politics marketing political communication and media studies

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