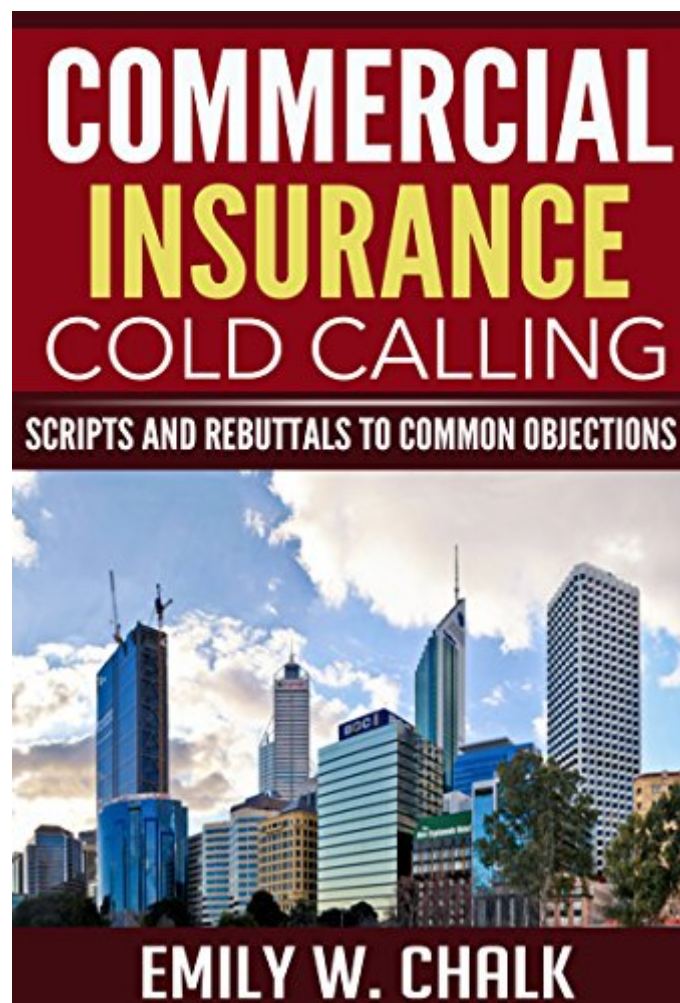




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Commercial Insurance Cold Calling: Scripts And Rebuttals To Common Objections



Synopsis

Commercial Insurance Cold Calling-Scripts and Rebuttals to Common Objections is a "what-to-say 101" when making cold calls to sell Commercial Insurance and is a follow-up to the popular eBook "Commercial Insurance Sales Pro." This book lays out simple and effective scripts, phrases, and rebuttals to say all the way from the gatekeeper to closing the deal. The author covers all standard objections and how to present a service to your prospect in a way that they will be ready to sign the papers before you even finish your presentation. Whether you are just starting out or have been selling Commercial Insurance for years, this eBook will help you increase your sales and your residual income.

Book Information

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You have some useful information in it but it tends to tautological and it's rather short considering the price . But in the end I guess it's worth it

Excellent source. Easy to read and easy to understand. My team will apply this method. Thank you so much for it.

Good book.very practical information

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