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Prospect the Sandler Way shares 30 core principles for mastering stress-free lead development by phone and over the Internet, in accordance with the selling system developed by David H. Sandler. Includes updated strategies on 21st-century topics like conducting effective online pre-call research, and using LinkedIn to generate referrals.

Prospect the Sandler Way addresses the need to transform the following: Attitudes - a salesperson's mindset and confidence level towards selling. Behaviors - the daily accountabilities and activities that lead to success.

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John Rosso, author of the best-selling Sandler book, Prospect the Sandler Way, and David Mattson, President and CEO of Sandler Training Corporate Headquarters are presenting a live, public webcast on 21st century prospecting topics like conducting effective on-line pre-call research and using LinkedIn to generate referrals, and best practices for making and succeeding as first-calls.

The Sandler Selling System is something we have believed in and used in our company for years. We love the next steps Mike and Ken outline in Digital Prospecting that blend that proven system with today's digital communication methods, meeting the prospect where they are today, as opposed to where they were twenty years ago, and equipping today's salespeople accordingly.

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While Prospect The Sandler Way incorporates the latest technology for prospecting processes, it also reminds sales professionals that sales success is determined by our own attitudes, behaviors and techniques. "No advancing in technology will ever replace the value of a solid voice-to-voice discussion with a prospect." says author John Rosso.

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