



## Virtual Prospecting - New Communication Styles for a New Environment

**LIVE WEBINAR: Tuesday, October 20th**

Are you in a sales position in your company and finding it to be a struggle to connect with with your prospects? Join us for this 2 hour webinar and learn about effective cold calling techniques and overcome call reluctance.

### Attend this webinar:

- Learn the no-pressure prospecting call and develop a customized approach geared to their business
- How to get past gatekeepers
- When and how to leave a voicemail
- How to overcome stalls and objections and deal directly with the causes of call reluctance

### This webinar is for salespeople who want to:

- Learn to create a strong competitive advantage in sales development
- Establish a systematic process for prospecting
- Learn new techniques for taking the pressure off you and your prospect
- Take out activities that waste your time and bring little results

Free Event

WEBINAR  
EVENT TIME

8:00am - 10:00 am

Hosted By:  
Arizona Manufacturing  
Extension Partnership

Live Webinar!

*A link to the webinar will be provided upon registration.*

Register at <http://bit.ly/AZMEPVirtualProspectingOct2020>

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