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## I hate cold calls - help me sell alpacas!

Posted by mp3musicman - 2007/09/14 15:14

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I hate making cold calls and meeting new people, what else can I do to increase sales?

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## Re:I hate cold calls - help me sell alpacas!

Posted by antongs - 2007/09/15 04:09

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You sound a lot like me - you'd rather crawl over broken glass in your bathing suit than pick up the telephone to make a COLD CALL (yuch!)

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## Re:I hate cold calls - help me sell alpacas!

Posted by fionapear - 2007/09/15 04:15

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Everyone - it doesn't have to be so hard if you take the PARADOXICAL approach of letting go of your desired outcome, and instead focus entirely on finding out how to HELP your new friend :-) (Notice I said friend instead of prospect? Doesn't that feel better already?)

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