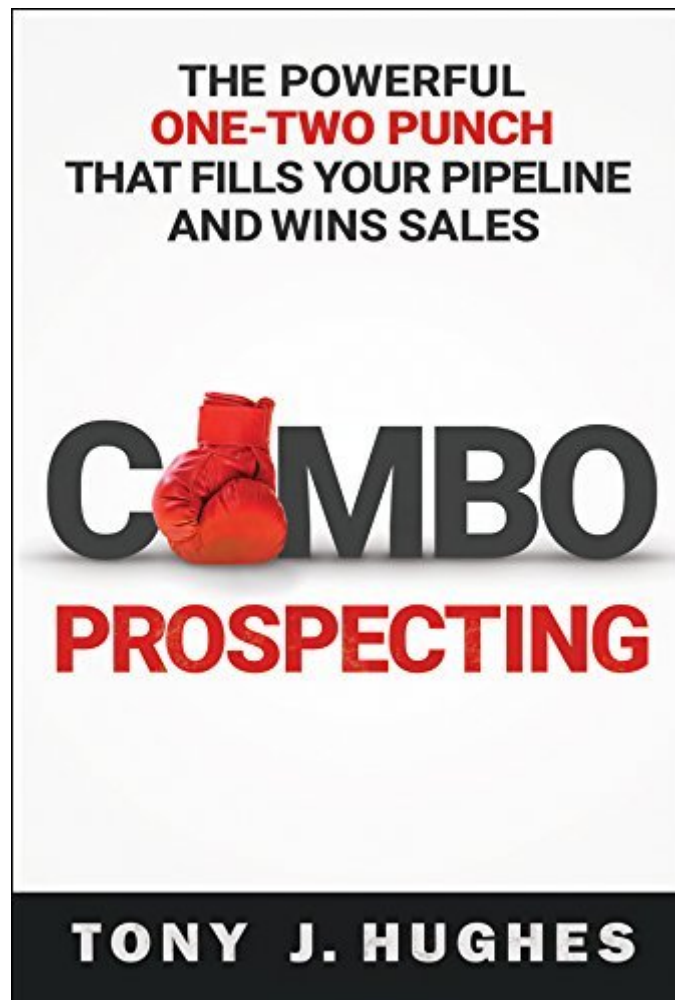




The book was found

# Combo Prospecting: The Powerful One-Two Punch That Fills Your Pipeline And Wins Sales



## Synopsis

Unleash a killer combination of old and new sales strategies. How do you break through to impossible-to-reach executive buyers who are intent on blocking out the noise that confronts them every day? Old-school prospecting tactics or new-school techniques alone won't provide the answers. But Combo Prospecting will...by showing how to combine time-tested sales processes with cutting-edge social media strategies and clever technology hacks. The book reveals today's new breed of Chief Executive Buyers, the channels they use, the value narrative you need, and the mix of methods that works. With actionable insights in every chapter, it explains how to:

- Do deep-dive research into social
- Locate leverage points that matter
- Secure decision-maker meetings
- Earn executive engagement
- Build a knockout, online brand
- Nurture a network that helps you thrive
- Profit from referrals
- Publish insights that set you apart and steer the agenda
- Employ an efficient, lethal library of scripts and templates
- And much, much more

Want to wildly exceed your quota? Combo Prospecting is a potent playbook that will pack your pipeline and turn you into a selling champ.

## Book Information

Print Length: 256 pages

Publisher: AMACOM (January 11, 2018)

Publication Date: January 1, 2018

Sold by: Â Â Digital Services LLC

Language: English

ASIN: B072LPZ3JP

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Not Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #802,671 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #49

in Â Â Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing >

Telemarketing #106 in Â Â Books > Business & Money > Marketing & Sales > Marketing >

Telemarketing #1373 in Â Â Kindle Store > Kindle eBooks > Business & Money > Marketing &

Sales > Sales & Selling

[Download to continue reading...](#)

Combo Prospecting: The Powerful One-Two Punch That Fills Your Pipeline and Wins Sales  
Sales Prospecting: The Ultimate Guide To Referral Prospecting, Social Contact Marketing, Telephone Prospecting, And Cold Calling To Find Highly Likely Prospects You Can Close In One Call  
Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline (Business Books)  
Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline  
Fanatical Prospecting: The Ultimate Guide for Starting Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, E-Mail, and Cold Calling  
Fanatical Prospecting: The Ultimate Guide to Opening Sales Conversations and Filling the Pipeline by Leveraging Social Selling, Telephone, Email, Text, and Cold Calling  
Beyond Rhythm Guitar: Riffs, Licks and Fills: Build Riffs, Fills & Solos around the most Important Chord Shapes in Rock & Blues guitar (Play Rhythm Guitar)  
The Sales Development Playbook: Build Repeatable Pipeline and Accelerate Growth with Inside Sales Pipeline Rules of Thumb Handbook, Eighth Edition: A Manual of Quick, Accurate Solutions to Everyday Pipeline Engineering Problems  
High-Profit Prospecting: Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results  
The Power of Positive Energy: Powerful Thinking, Powerful Life: 9 Powerful Ways for Self-Improvement, Increasing Self-Esteem, & Gaining Positive Energy, Motivation, Forgiveness, Happiness ... Happiness, Change Your Life Book 1)  
Death Punch'd: Surviving Five Finger Death Punch's Metal Mayhem Vacation  
Ownership Sales Training: The One-on-One Successful Training Guide for the First Year of Timeshare Sales  
New Sales. Simplified.: The Essential Handbook for Prospecting and New Business Development  
Telephone Cold Call with Voice Mail Strategies: Prevent Initial Contact Objections and Get Call-backs (Sales Prospecting)  
I Hate Sales Prospecting  
The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections)  
Real Estate Exam Prep: Connecticut "Combo": The Authoritative Guide to Preparing for the General and State Sales Exams  
The Future of the Sales Profession: How to survive the big cull and become one of your industry's most sought after B2B sales professionals  
The Punch: One Night, Two Lives, and the Fight That Changed Basketball Forever

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)