



Smart Selling on the Phone and Online: Inside Sales That Gets Results

Josiane Chriqui Feigon

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The world of selling keeps changing, and inside sales professionals are on the front line. More than ever, they need powerful tools to open stronger, build trust faster, handle objections better, and close more sales. Based on the author's "TeleSmart 10 System for Power Selling", "Smart Selling on the Phone and Online" pinpoints the ten skills essential to high-efficiency, high-success performance. Combining an accessible text with clear graphics and step-by-step processes, "Smart Selling on the Phone and Online" will help any rep master the world of 'Sales 2.0' and become a true sales warrior!

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