

# Heat Up Your Cold Calls: How To Get Prospects To Listen, Respond, And Buy (Paperback) By George Walther (Author)

**By George Walther (Author)**

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I bought the tapes and book, Heat Up Your Cold Calls by George R. Walther. It's practical information that I could use right away. There were lots of examples that were  
<http://www.ebay.com/rvw/Heat-up-Your-Cold-Calls-Make-Prospects-Listen-Respond-and-Buy-George-R-Walther-and-George-Walther-/44183057>

Let's face it, no-one likes receiving cold calls and we especially cringe at the thought of making them. If you are in the staffing industry avoiding making new  
<http://www.staffedge.com/blog/bid/244469/heat-up-your-cold-call>

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George Walther is the author of Heat Up Your Cold Calls (3.83 avg rating, 6 ratings, 1 review, published 2005), Sag, George Walther's Followers  
[http://www.goodreads.com/author/show/363311.George\\_Walther](http://www.goodreads.com/author/show/363311.George_Walther)

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<http://www.alibris.com/Telephone-Terrific-Facts-Fun-and-103-How-To-Tips-for-Phone-Success-David-Dee/book/6596338>

Effective Media Relations : How to Get Results "Wragg, David" Risk Issues and Crisis Management : A Casebook of Best Practice Author Year Bisac 1 Bisac 2 A&C Black  
[http://www.ebrary.com/corp/titlelists/CHP\\_Business.xls](http://www.ebrary.com/corp/titlelists/CHP_Business.xls)

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<http://www.salesbuzz.com/Creating-Opening-Value-Statements-that-Heat-Up-Cold-Calls-Part-1/>

Heat up your cold calls, still wants warm calls, meaning you must have some connection to the potential client. I did get some ideas out of the book.  
<http://www.amazon.com/Heat-Your-Cold-Calls-Prospects/product-reviews/141950276X>

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<http://www.tower.com/successes-international-monetary-fund-untold-stories-cooperation-work-eduard-brau-hardcover/wapi/112400517>

Selling Power Magazine Article. Managers' Forum: Let's Focus, I try to get our salespeople to write down their just like they have to do with their prospects.  
<http://www.sellingpower.com/content/article/?a=8>

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<https://www.ivyexec.com/executive-insights/2015/can-heat-cold-calls/>

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Heat up your cold calls; Heat up your cold calls: how to make prospects listen, respond, and buy; Add new value; George Walther; Add new value;

<http://www.freebase.com/m/068fsgm>

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View George Walther's business profile as CSP and see work history, affiliations and more.

<http://www.zoominfo.com/p/George-Walther/2592202>

Heat Up Your Cold Calls Details Published on Tuesday, 26 May 2009 15:52 There I was, having coffee with a successful, seasoned business partner today, when he said

<http://salespeak.com/index.php/articles/254-heat-up-your-cold-calls>

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