

Sales Training Series

Weekly training videos from CanDoGo



January 6, 2010

Prospect Every Day for Qualified Buyers



Week 26: Fill Your Funnel

A key ingredient to successful selling is the ability to get in front of more qualified buyers. To meet your sales goals this year, commit to prospecting at some level every day. Whether cold calling or working your networks for referrals, take ownership in filling your opportunity buckets.

Here are five of our favorite strategic and tactical videos from some of the world's most recognized leaders on sales and selling.

[It's All in the Follow Through, with Andrea Sittig-Rolf](#)

[Referrals vs. Cold Calling: You Do the Math, with Joanne Black](#)

[Overcoming Cold-Calling Reluctance, with Keith Rosen](#)

[Bestow Networking on Your Clients, with Andrea Sittig-Rolf](#)

[Keep Your Pipeline Full, with Kendra Lee](#)

Look for next week's newsletter on other **crucial sales skills and strategies**. Also check out more expert advice and sales tips on the [AllBusiness.com Sales Center](#).

AllBusiness
Forms &
Agreements



Download,
Edit, and
Print
from Your
Computer

Special Offer

Buy 2
Business Forms -
Receive the 3rd
FREE!

[Download Forms Now >](#)