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## 7 Voicemail Tips to Get Your Cold Calls Returned

In a world where your competition is clamoring for your prospects' attention, you need to do something to raise your voicemail messages above the noise.

Getting a call back from a cold call is rare, but there are a few things you can do to increase the possibility that your prospect will surprise you and return your call. [Read more.](#)

### More Sales:

- » [Identify the Decision-Maker Using These 4 Questions](#)
- » [3 Tips for Successfully Cold Calling Your 'Hot Leads'](#)
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## Getting Your Marketing Team to Deliver Sales-Ready Leads

Marketing generates a lead and passes it on to Sales. Sales determines the lead isn't ready to buy and leaves it alone. It's the age-old Marketing-Sales Gap and--in today's digital era--it has gotten wider than ever.

The solution is to get Marketing to deliver leads that are sales-ready, but how? [Read more.](#)

## Need Help With Your Sales Techniques? Ask The Expert

» FORWARD TO A FRIEND

## Video: Attitude Is Everything in Sales

If you don't keep a positive attitude, you're doomed in sales, says expert Andrea Sittig-Rolf. [Here's why.](#)



### More Video Sales Tips:

- » [Best Sales Ideas from Sales Pros](#)
- » [Expert Tips for Telephone Prospecting](#)
- » [Caution: Don't Sell the Way You Buy](#)

## Sales Tips & Hot Topics

## An Easy Way to Perfect Your Voicemail Techniques

Leaving good voicemails is a key weapon in any salesperson's arsenal. The best way to learn what works and what doesn't is to review the mistakes and successes of others.

In the past that meant gathering around the phone and listening to lots of voicemails. But today's technology has turned the learning process on its head. [Read more.](#)

## Get Your Foot in the Door With New Business Select

New Business Select is great for anyone who sells because it provides info about the newest U.S. businesses--so you can be among the first to get their attention. [Find out more.](#)

If you're looking for advice on selling in the current economy or about selling in general, our expert gives it to you straight. [Ask him a question now.](#)

Here are some recent questions answered. (Click them to see the answer.)

- » [What's the best way to attract new customers? I've tried newspaper ads and they just don't work.](#)
- » [What are the best days to cold call?](#)
- » [What is the most important quality in a successful sales rep.?](#)



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