

# MANTA : Over Quota

Tips & Techniques for Sales Success

Volume 2, Issue 12: December 2009

## CONTENTS

- » [Build a Prospect Network to Avoid Catastrophe](#)
- » [Video: Tips for Telephone Prospecting](#)
- » [The Personal Trait That Can Cost You The Sale](#)
- » [The Sales Expert Answers Your Tough Questions](#)
- » [Using Manta to Promote Your Business](#)

## Build a Prospect Network to Avoid Contact Catastrophe

Most sales people tend to identify one contact in a company and focus their attention on that one person. But what happens when disaster strikes--in the form of a layoff, sickness or worse? Is the sale stopped in its tracks when that single contact is no longer available?

Not if you build a prospect network. Developing more than one contact inside a company is easy if you follow the steps outlined here. [Get the details.](#)

**Buy Any BlackBerry, Get One Free.\***  
Now at our lowest prices ever.

BlackBerry Tour™  
Only \$149.99

\$249.99 2-YR. PRICE LESS \$100 MAIL-IN REBATE DEBIT CARD. NEW 2-YR. ACTIVATION ON VOICE PLAN WITH EMAIL FEATURE, OR EMAIL PLAN REQ'D PER PHONE.



\*FREE PHONE MUST BE OF EQUAL OR LESSER VALUE.

 [Learn More](#)

## The Sales Expert Has the Answers to Your Tough Questions

Making the sale seems more challenging these days than at any time in the past. Our sales expert understands the challenges and strives to help. Do you have a question? Ask him now. Meanwhile, here are a couple questions that were answered recently:

[I have sent letters out to prospective clients. How do I approach them in a follow-up phone call?](#)

[On a cold call to a prospective client, how much time do I have to make the sale?](#)

Sponsored by:



» » FORWARD TO A FRIEND



### Featured Video: Expert Tips for Telephone Prospecting

Sales expert Andrea Sittig-Rolf tells us how to prospect using the conversation technique to get more sales.

[Watch now.](#)

### More Video Tips:

- » [Quickly Gain Rapport and Influence in Presentations](#)
- » [Ask the Right Questions to Get the Sale](#)

## Sales Tip of the Month

### This One Personal Trait Will Cost You The Sale Every Time

As sales people, we always want to make sure our client has confidence in us and believes we know what we're talking about and can solve their problems.

But there's a fine line between knowing your stuff and showing off what you know. To that end, there's one big question we all have to ask ourselves. [Find out what it is.](#)

Follow Manta on: [twitter](#) [facebook](#)

Ask the Expert



Our expert is ready to help.

## Marketing Leads to Sales; Here's How Manta Can Help

It's a no-brainer: The more you market, the more you sell. At Manta, we want to help you with that marketing. The best way to attract prospects among Manta's 13 million visitors is to stand out from the crowd.

The easiest way to do that is to claim your company profile. A claimed profile can include your own words, pictures, videos and more. (Find out more about [claiming your profile](#).)

And soon we'll be launching a feature that'll help you stand out even more on Manta. When people search for information on Manta, your company listing can get preferential treatment and the listing will be enhanced to make it stand out.

Be among the first to know about this new marketing opportunity when we have more information by [emailing us](#).