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For B2b  
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**How To Master**  
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Live Sales Call  
by Grant Cardone

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Emotion While In  
A Relationship  
*Client says,*  
*\ "Let Me Think*  
*About it. \ " and*  
*You say, \ "... \ "*  
Appointment

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Challenge ASMR

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*By Mike Brooks*

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## For B2b Professionals **Master The Art Of Cold Reading**

### **| Review**

Other people have to learn the art of the sell. We spoke with David Glass, a former stockbroker whose experience cold calling for

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helped inspire  
the Hollywood  
film "Boiler  
Room", ...

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it's like to be  
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Sending cold

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emails can be risky business. Not only are you putting yourself out there, but there's a good chance that your email won't even be opened, read, or responded to. However, while luck plays a huge factor in the art of the

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cold email,  
there are ways  
to increase your  
chances of  
getting a  
response.

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- Small ...**

Mastering the  
art of cold-  
calling is no

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different than  
improving your  
golf swing or  
skiing

technique. 3.

Create  
familiarity all  
around you. Use  
family photos,  
framed  
testimonial  
letters, ...

**Perfecting the**

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The Art of Cold  
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Oct 19, 2016.

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said, "I can't  
wait to start  
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salesperson is a  
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to grow your  
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appointments are

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for dentists or  
doctors -  
meetings are for  
people talking  
to people. Again  
subtle but  
different.

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The Art of Cold  
Reading book.  
Read 4 reviews

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it it was  
amazing. a  
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lot with the  
techniques and  
guides..  
although it  
would be great  
if it revealed  
the secrets to  
hypnotisimm too..

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Use these  
helpful tips and

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**Beat the Odds:**

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When it comes to performing mentalism tricks that will make people legitimately believe that you can read people's minds there is no better and more

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has been  
practised by  
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and it allows a  
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a person in an  
extremely short  
amount of time  
by picking up on  
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