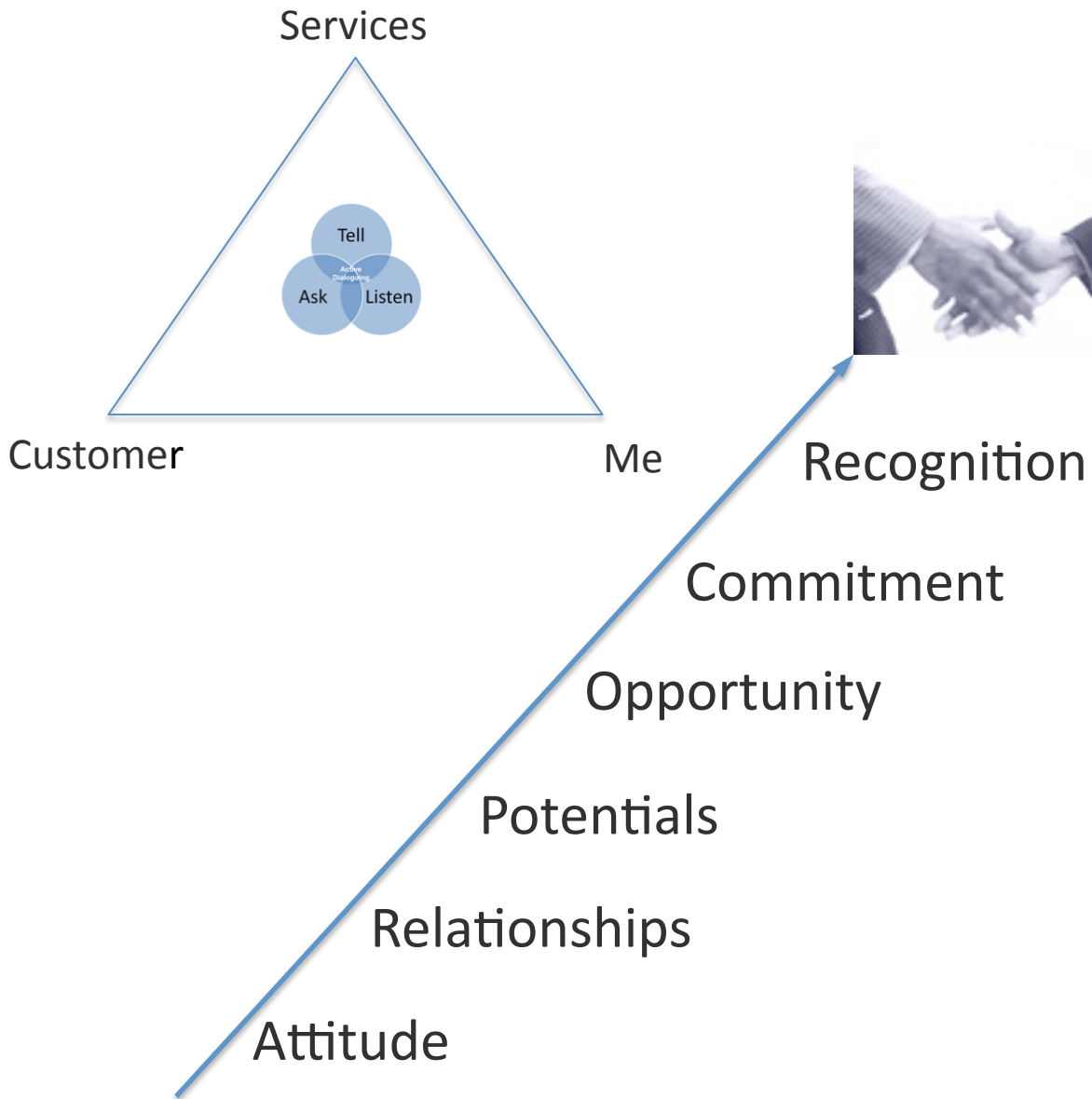


Developing Relationships (Cold Calling)

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Developing Relationships (Cold Calling)

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RECOGNITION

Be available

COMMITMENT

Dependability
Confidentiality
Trust

OPPORTUNITY

Identification
Develop solution the need, the challenge

POTENTIALS

Ask questions
Listen
Identify the need, the challenge of the client

RELATIONSHIPS

I like people, I am introvert
Do not want to give sales talk
Want to win a partner

ATTITUDE

Be a resource to somebody
Positive attitude
Want to make friends, develop partnership
Visoalization of the target

