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Hi I ' m Douglas Burdett, host of
The Marketing Book Podcast and
I ' d like to tell you about the book
“ Predictable Prospecting: How to
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The process could be simplified as having a Sales Prospecting System in place that allows you to qualify and disqualify leads quickly. Step 1: SWOT Analysis (What are your

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strengths, weaknesses, opportunities, and threats) and the 4Ps (product, price, promotion and place)

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marketing. All the books have a practical approach to what we used to call direct marketing, but that over the years has been renamed to outbound lead generation and sales through the telephone ...

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Predictable Prospecting: How to
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Jeremy Donovan , McGraw-Hill
Education; 1 edition (August 15,
2016), 256 pages. Hans Peter
Bech is a bestselling author and a

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processes that are proving to be the most effective. Brent Holloway VP of Corporate Sales at Talend, Inc., and coauthor of Sales 2.0

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