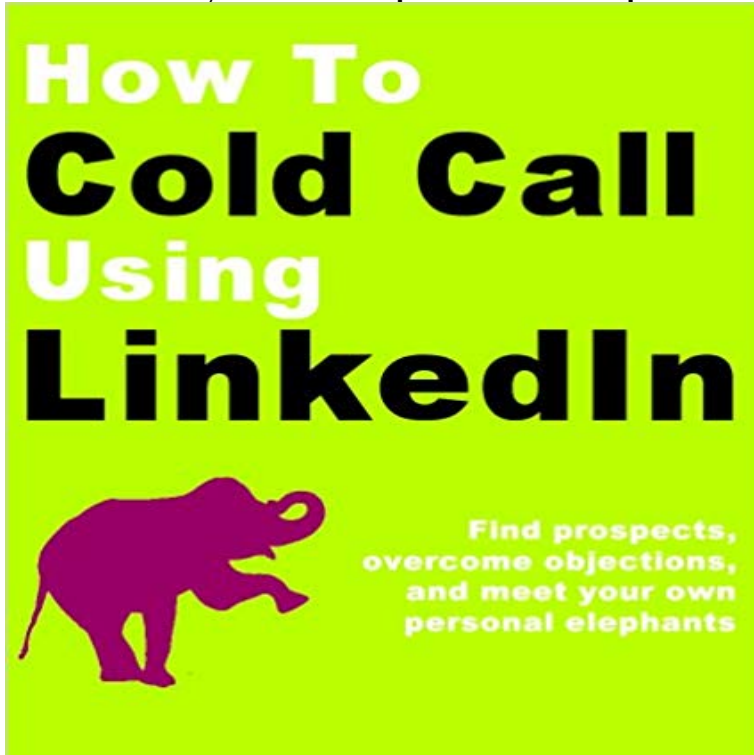


## How to Cold Call Using LinkedIn: Find prospects, overcome objections, and meet your own personal elephants



I've successfully used this strategy dozens of times. Most recently, I met and learned from Randy Marsden of Swype, Ryan Holmes of Hootsuite, and Tyler Tervooren of Advanced Riskology. Cold Calling Is Easy When You Know These Strategies. Are you at a personal or professional plateau? Are you stuck on a project and don't know how to move forward? Or maybe you're unemployed and wondering how to find fulfilling work. Or maybe, just maybe, you're looking to meet a high profile entrepreneur who could help mentor you. Guess What? You can solve all these problems using a simple system to meet high profile people through LinkedIn. We're not talking about networking with strangers over the Internet. We mean actually meeting and having an in-depth conversation with powerful people. Blast Through Your Fear Of Cold Calling. We've all done it. You pick up the phone and dial the first few numbers, and then something pops into your head that scares you off. You hang up to gather your thoughts, but the anxiety builds and you never make that crucial call. Once you learn to leverage a few key concepts that you'll learn in this book, you will break through that hesitation, and be on your way to cold calling domination. Catapult Your Career. Successful people have answers to the questions that you've been searching everywhere for, and they're eager to share their knowledge with you. All you have to do is make the first move and reach out to them. Once you've used these cold calling techniques a few times, it feels like you're cheating the system because you will get so far ahead in your personal and professional life. Throughout this book, I'll walk you through this entire process, step by step, that will put you on the phone or in a coffee shop with influential people who want to help you succeed. Here's what we're going to discuss: Why LinkedIn is the best medium for this system. How to build a

perfect LinkedIn profile before you get started  
Setting objectives for yourself  
Making a list of targets who can help you solve your problems  
Making the initial contact with your targets  
Overcoming objections  
How to interview the prospects  
**\*SPECIAL BONUS\*** I've included real phone and email cold calling scripts that have worked over and over again, and they'll give you the winning edge you need to succeed. There are very successful people who have the answers that you're looking for, and they're happy to help. It's up to you to reach out to them and ASK the right questions. If you don't take the initiative to better yourself, nobody else will. By learning the cold calling and networking techniques in this guide, you're setting yourself up for success across all areas of your life. Are you ready to push your life in a new direction? Scroll up, click the Buy Now With 1-Click button & get started today!  
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. your prospect has objections -- its whether youll get to hear those objections . There are a number of strategies -- both successful and unsuccessful -- reps use to overcome this **HubSpot Blogs Sales** How to Cold Call Using LinkedIn: Find prospects overcome objections and meet your own personal elephants (English Edition). How to Cold Call Using