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<http://office.microsoft.com/en-us/templates/sales-training-presentation-TC001213721.aspx>

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Cold Calling Template. Even seasoned salespeople are put off by cold calling. Profit Builders' Keith Rosen suggests the following template as a starting point.

<http://www.profitbuilders.com/cold-calling-script.php>

Vashon Solicitation Services call center business plan executive summary. Vashon Solicitation Services is a start-up business providing clients with top quality call

http://www.bplans.com/call_center_business_plan/executive_summary_fc.php

ICMI's call center resources section provides webinars, whitepapers, research documents, and essential training tools for management training.

<http://www.icmi.com/Resources/QueueTips/2005/March/Format-for-Call-Center-Procedures-Manual>

The objectives of this selling manual are to: Provide you the Nestl Sales Representative with a make sure that you give him/her adequate training.

<http://training-vanzari.ro/wp-content/uploads/2008/11/CH-Sales-Representative-manual.doc>

May 19, 2009 Designed instructor presentation for use in sales training program. Sales Training Powerpoint Template Sample Participant Guide: Supervisory skills.

<http://www.slideshare.net/ndefalco/ccs-1466174>

Call Guide for Inside Sales Training. The Call Guide for Inside Sales Training has been developed for use with TeleSales, Telemarketing, Inside Sales Representatives

<http://www.fourquadrant.com/product/call-guide-for-inside-sales-training/>

42 Telemarketing, Telesales, Inside Sales and Cold Calling Sales Training Tips

<http://businessbyphone.com/telemarketing-tips/>

Selling, sales planning, sales training and sales strategies and tips to improve sales commissions.

<http://www.prosalesguide.com/>

There are many sales techniques, tips, and principles of sales training and success. They are practiced by all of the highest paid salespeople every day.

<http://www.briantracy.com/blog/sales-success/practice-the-7-sales-training-tips-of-sales-success/>

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<http://www.salestraining.co.uk/free-stuff/>

What is the difference between a script and a call guide? Scripts Some organizations create combined script/call guide for training purposes. An 8.5 x 11

http://www.lieberandassociates.com/Sales_Scripts_Call_Guides_Rebuttals_Objection_Responses.shtml

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<http://www.slideshare.net/cemara288/basic-sales-training>