

Cold Calling

Tips from Jaslinah

Effective ways to cold call

- Correct environment
- Stand up to raise your energy
- Your voice reflect you – smile
- Talk nicely, correct speed
- Build rapport shortly
- Check your face through mirror in front of you
- May have a script as a guide

Effective ways to cold call (2)

- Not necessarily all English language
- Don't speak too long over the phone
- Cut it short – save your phone bill
- You control the conversation
- Don't sell your product over the phone
- Maximum 1 hour phone call – go out and meet them in person