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New Business Select: Unlimited Access to New Businesses

We recently added a new product to Manta that could be a huge benefit to folks who sell--especially if you sell B2B. New Business Select gives subscribers exclusive access to info on the newest businesses in the U.S. [Find out more about New Business Select.](#)

3 Tips for Successfully Cold Calling Your 'Hot Leads'

Many companies make major investments in lead generation programs thinking that it will save their people from the pain of pure cold calling or that it's going to rocket their sales into orbit.

Good idea, but if you have a lead generation process in place, don't waste good leads with poor cold calling follow through. [These three tips can help.](#)



Video: Expert Tips for Telephone Prospecting

One of the most common skills is the ability to be persuasive--in personal interactions and in building a business. [Watch now.](#)

More Sales:

- » [Want to Sell More? Learn How to Read Your Prospect's Eyes](#)
- » [Master These 6 Skills & You'll Make More Sales](#)
- » [7 Ideas to Get Your Prospects' Attention Online](#)
- » [5 Questions To Ask Your Prospects To Close More Deals](#)
- » [6 Tips To Build Instant Rapport With Prospects](#)
- » [How to Create a Memorable Impact With Your Cold Calling](#)
- » [Get More Tips & Advice in the Sales Expertise Center](#)

More Video Sales Tips:

- » [Caution: Don't Sell the Way You Buy](#)
- » [10 Habits of Successful Salespeople](#)



Sales Tips & Hot Topics

There's No Such Thing As Too Many Questions

You can never have too much information on your potential client and their situation. Always get your prospect and potential clients to clarify their position.

If you don't ask the questions, you could find yourself in a trap like the one described here. [Read the article.](#)

This One Personal Trait Will Cost You The Sale Every Time

As sales people, we always want to make sure our client has confidence in us and believes we know what we're talking about and can solve their problems.

But there's a fine line between knowing your stuff and showing off what you know. To that end, there's one big question we all have to ask ourselves. [Find out what it is.](#)

The Sales Expert Has the Answers to Your Tough Questions



If you're looking for advice on selling in the current economy or about selling in general, our expert gives it to you straight. [Ask him a question now.](#)

Here are some recent questions answered.(Click them to see the answer.)

- » [How can I find new business in my area?](#)
- » [I've been noticing more and more of my salespeople developing call reluctance...How can I help them?](#)
- » [I need tips on follow-up phone calls after a proposal is presented.](#)

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