

Title:

Getting A Job Through Cold Calling

Word Count:

1030

Summary:

It sounds a little like a telephone on ice, but the cold call is actually an important tool of

Keywords:

cold calling,cold call,an interview,to sell yourself,company,hiring

Article Body:

It sounds a little like a telephone on ice, but the cold call is actually an important tool of

Cold calling is a salesman's device. The premise is that the more people you contact, the better

How do you make this leap? It's not easy, admits one woman in retail who had taken off several

This woman's example shows that it helps to make a connection with the person you are cold call

* Write a script for your cold call, outlining one or two of your most valuable Key Selling Po

* Be clear on your goals and what you have to offer. Nothing will turn off an employer faster

* Introduce yourself in a way that will spark interest. Saying your name immediately followed

* Work on your voice-make sure you sound professional, sharp, and cheerful, but never insincere

* Figure out who is on the other end of the line. Receptionists and other gatekeepers will usu

* Use the "rule of three." If you've tried calling three times, or left up to three messages w

* Substitute your e-mail account for your phone. These days many businesspeople are more apt t

* Keep track of your phone calls. If you leave a message, you'll want to know the name and tit

* Be prepared for standard responses from human resources personnel and other hiring managers.

* Don't become discouraged. Cold calling isn't easy, and a few hang-ups can make even the most

* Remember that your ultimate goal is to get an interview. To that end, if you do speak with s

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