

# Getting Past The Gatekeeper Inside Secrets Simple Tips And Proven Strategies For Getting Your Foot In The Door With The Most Hard To Reach Major Donors Ceos Celebrities And Political Big Shots

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Getting Past The Gatekeeper Inside Secrets Simple Tips And Proven Strategies For Getting Your Foot In The Door With The Most Hard To Reach

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you get past the gatekeeper It also includes tactics that can help you turn the gatekeeper from an obstacle into an asset - one who can not only grant you access to the decision maker, but also support your cause: closing the sale Getting Past the Gatekeeper: 7 Tactics that Set Top Sellers Apart

### **Getting Past the Gatekeeper**

people to run interference for them Getting past these "gatekeepers" can be tough Whether talking to voice mail or to the assistant, your challenge is to make yourself important enough to gain access or receive consideration The following tips should help you to open the gates: 1 First and foremost, make the gatekeepers your ally Show

### **SALES AGENT TRAINING**

Getting Past the Gatekeeper • Be creative, but always remain professional & courteous • Start from the top down when asking to speak to a contact decision makers are and may offer valuable inside information Q: How do you find the decision maker? A: Use ...

### **Written By Tony Cole, CEO & President Anthony Cole ...**

"It's hard to get past gatekeepers" "Getting past a gatekeeper is what I do best when I prospect" "I just try and get an appointment, I'll qualify them later" "The more I qualify on the phone, the more successful my sales calls will be" "I'm not a very good prospector" "I am a very strong and productive prospector

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