

COLD CALLING FOR CHICKENS

Kristene I. Bigger

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In his book *Cold Calling for Chickens* (Cyan Communications London), sales trainer Bob Etherington writes, "Fact: In any market 85% of the available new.

Cold Calling For Chickens Author Bob Etherington

Cold calling - making contact with strangers - is the biggest fear confronting businesspeople, especially those who work in sales and marketing. "Put me in front.

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Yet cold calling is unavoidable and something which has to be done (and not just that will enable even yellow-bellied chickens to make that call with confidence.

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