

THE RULES OF COLD CALLING AND RESPONDING TO LEADS

1. IMMEDIACY

Follow up as soon as you receive the number within a webform

Within 5 minutes is ideal, under 30 is ok



2. PERSISTENCY

Be patient and persistent! Don't give up!

It typically takes 6-9 phone calls to get an answer



3. TIMING

Learn what times are better than others to call

Some of the best times to call are between 8:00 to 9:00 a.m. and 4:00 to 5:00 p.m.



4. DAY OF WEEK

Run some tests and find out which days of the week are the best and worst for you to be making calls

We recommend Wednesdays and Thursdays. Avoid Tuesdays



5. LOCAL PRESENCE

This is a tool that allows your area code to match that of the recipients, so they're more likely to answer

Learn more about using Local Presence at [SalesForce.com](https://www.salesforce.com)



For more business and sales growth tips, visit www.xant.ai/blog/the-seven-rules-of-cold-calling



Cold Calling Seven Powerful Prospecting Strategies

SB Merriam



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originate in the red bone marrow released into the blood before they differentiate specialize some reach the thymus where they mature into t cells others the b cells mature in the red bone marrow both t cells and b cells reside in lymphatic tissues and organs lymph nodes spleen etc

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