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There really is no fluff or self-promotion or new, "branded" jargon to describe old things It is a decent introduction for people completely new to outbound selling. The sample cold-call

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script is solid. What I did not like:

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Outbound Sales, No Fluff. Rex Biberston & Ryan Reisert. This book is a step-by-step guide for the modern sales professional, giving you the framework, knowledge, and skills to fill a sales pipeline with highly qualified opportunities. It's all practical advice — no cutesy stories, no rants, and no product pitches.

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