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cold calling is still the default approach of too many business people – call centers around the world are filled with rows of salespeople pitching cold. It doesn't work but too many businesses can't think of a better approach. The telephone is still the most important business tool – it is the

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essentially relies on your own attitude  
towards cold calling. Viewed negatively or  
passively, cold calling is merely a  
numbers game, where the sales person's  
calling (sometimes called 'canvassing' in  
this situation) is no different to a junk-mail

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