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prepare for a cold call (excuse me, "Smart Call") then you will eliminate fear, failure and rejection. That is not entirely true.

You can prepare well for a public speech but that doesn't necessarily remove any physiological manifestations of fear of public speaking.

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Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling 3rd Edition, by Art Sobczak was fantastic, and a must-read for any sales and marketing professionals! I'm very selective on the sales thought leaders that I follow over the decades and I've been a B2B sales leader for decades.

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Smart Calling How to Eliminate the Fear,
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