



Art Sobczak <smartcalling@gmail.com>

In this short audio I suggest NOT telling them what you can do for them. WHAT?

Art Sobczak <ArtSobczak@businessbyphone.com>
To: smartcalling+test31@gmail.com

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Greetings!

As I was going through my Smart Calling Online archives, preparing for what we're going to share in the next couple of weeks as we open it up, I came across this audio I had to share with you.

When I tell you what it's about, your reaction understandably could be,

"WHAT? No way! That's crazy."

In this audio I suggest that you **do not** tell people what you can or will do for them.



Like making or saving money.

See.



[Take a listen](#) and determine for yourself if I've lost it. ;)

Enjoy your weekend!

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FREE for 60 Days



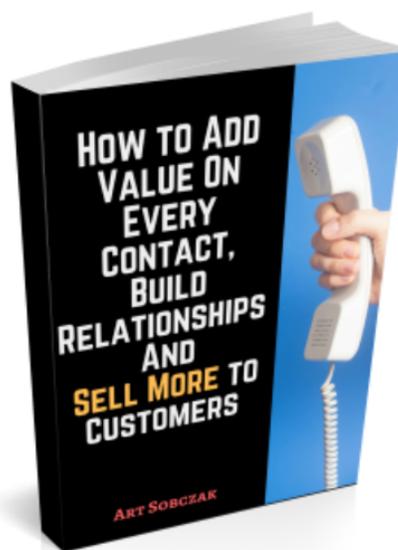
My friends at Headsets.com asked me to try their new line of headsets. I am fanatical and uncompromising about my phone equipment, and, well, the Leitner is the headset I now trust my calls with. See why, and try one yourself, free for 60 days.

Get the Details

Never Place the "Just Checking In" Call Again, and Add Value Every Time

"Value" is a word that's thrown around liberally. Everyone wants to provide it, they say they deliver it, it's in their mission statement for gosh sakes...but most don't. It's certainly *not* calling a customer and "just checking in."

I have prepared for you a [120-page guide](#) that gives you specific strategies and word-for-word messaging to build and strengthen customer relationships, deliver tremendous value, and as a result, have customers buy more from you.



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(480) 699-0958