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

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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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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.

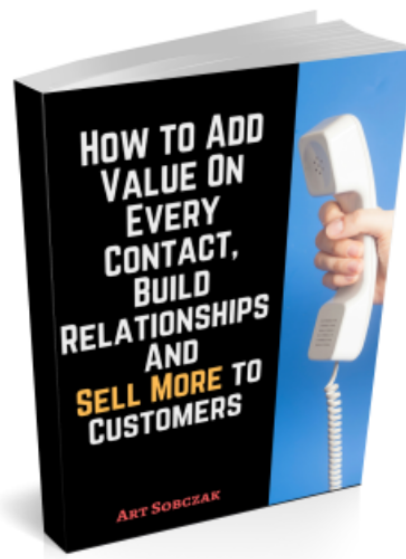
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Never Place the "Just Checking In" Call Again, and Add Value Every Time

"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.

[Get it Here](#)



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