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## Triple Tip Thursday; Smart Calling Online opening on Friday!

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To: Art@healthcoach.training

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Greetings!

I've got three tips to share with you today: a video, an audio, and a text lesson where I do a review of a voice mail/opening statement. (See the links to those below.)

And not coincidentally, these all come from the massive sales resource we are finally opening the doors to tomorrow at Noon Eastern time:

**[Smart Calling Online.](#)**



Smart Calling Online is essentially everything I know--and lot of what I've forgotten--about sales and prospecting. it's a massive collection of audio, video, and text sales knowledge, giving you what to say in virtually every sales situation.

Bottom line, it is the most comprehensive sales resource I've every released.

Doors open at noon Eastern, Friday.

And, I have an incentive for early action-takers:

The first 20 who take action and invest in Smart Calling Online, will receive a free copy of Smart Calling (the book), signed, and personalized to them.


*(Fine print: for US addresses. Non-US addresses will have the opportunity to pick up the international postage.)*

Save this link, and open it up promptly at noon Eastern on Friday:

<http://smartcallingonline.com/coming-friday/>

Ok, on to the tips (from Smart Calling Online)...

**LEARN HOW YOU CAN TRY  
MY NEW FAVORITE  
WIRELESS HEADSET  
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](#)

Here are the three tips I promised:

### **Opening and Voice Mail Review**

**Video:** The videos in Smart Calling Online originally were created as part of my former Inner Circle program, and were called Telesales TV. One of the recurring segments was the popular "Sales Mythbusters" feature, where "Mythguy" would come on and spout off about a commonly repeated--but wrong--sales belief. *(And yes, I had more hair a few years ago, before it turned silver. Ha!)* [See it here.](#)

### **Audio: How to Not Cave in on Price Concessions**

As you might have noticed, I'm pretty excited about Smart Calling Online.

I've thought long and hard about it, and at first was going to charge a substantial investment for people to essentially be able to access the compilation of my life's work and experience.

Then I had the realization that was being somewhat selfish.

I then decided that I needed to price it so it will be accessible to everyone and not have price be an issue.

Tomorrow, I'll send another email with more details.

Or, if you just want to be one of the first 20 and get that personalized book, have this link ready at noon Eastern:

<http://smartcallingonline.com/coming-friday/>

Talk soon,

A handwritten signature in black ink that reads "Aut". The letters are cursive and somewhat stylized, with a large 'A' and a 't' that has a long, sweeping tail.

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