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Combo Prospecting is a potent playbook that will pack your pipeline and turn you into a selling champ. --This text refers to the paperback edition. From the Back Cover

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Combo Prospecting shows how to combine time-tested sales processes with cutting-edge social media strategies and clever technology hacks. This resource is a potent playbook that will pack your pipeline and turn you into a selling champ.

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To connect with these impossible-to-reach executive buyers you need to be bold but smart, using powerful strategies that combine proven old-school values with new-school techniques. You need COMBO Prospecting - finally, the funnel prequel to SPIN Selling and The Challenger Sale.

COMBO Prospecting — Tony J Hughes

COMBO Prospecting is your essential guide to strategic selling in the real world -- a gold mine of insights and actionable wisdom so you can break through and operate at the very top of your game. Tony J. Hughes is a respected sales leader and consultant with three decades of winning experience.

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Combo Prospecting : The Powerful One-Two Punch That Fills ...

Combo Prospecting: The Powerful One-Two Punch That Fills Your Pipeline and Wins Sales. Written by Tony J. Hughes. Narrated by Simon Mattacks.

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Combo prospecting by use summary in our era of information overload it's harder than ever to break through to see level decision makers who are already bombarded with digital outreach use only email and social media and you'll hit a breakfall on the other hand relying simply on cold calling is a thing of the past to connect with these impossible to reach executive buyers you need to be bold but smart using powerful strategies that combine proven all school values with new school techniques ...

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Combo Prospecting offers valuable scripts and templates, tips on nurturing a strong network, creating an online brand but also doing research on LinkedIn and other social media networks. The book will teach you: Truths that will set you free Foundations of executive engagement

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