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Stephan Schiffman

Stephan Schiffman has been a leader in motivational and sales training since 1979. He is a Certified Management Consultant, and has trained and consulted to a wide range of corporations including IBM, AT&T, Motorola, Sprint, CIGNA, and a host of other organizations throughout the world.

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This special anniversary edition of his perennial bestseller, Cold Calling Techniques (That Really Work!), provides you with all of the right tools for turning prospects into meetings, and meetings into big sales.

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Cold Calling Techniques, with Stephen Schiffman In this episode we address one of the largest hurdles entrepreneurs face in their career: cold calling. We interview Stephen Schiffman, the leader and motivational sales trainer who literally wrote the book on cold calling.

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