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The focus of Cold Calling for Cowards is that sales IS hard work. There's no magical secret other than working at selling every day. Having eliminated the need to reveal a secret, the author sets to work providing you solid lessons in every chapter. The book, in spite of its' title, doesn't just focus on cold-calling.

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Cold calling for cowards is a harsh term because at some point for everybody who has ever had to make a cold call there has been a fear or apprehension about picking up the phone. If you feel like you need help with cold calling for cowards , the best way to get over the fear and not feel like a coward is to find leads without cold calling.

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