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Hot Customers By James Obermayer**

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James Obermayer. James W. Obermayer is Executive Director of the Sales Lead Management the most recent is Managing Sales Leads, Turning Cold Prospects into Hot

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James Obermayer is the author of Managing Sales Leads (3.88 avg rating, 8 ratings, 1 review, published 2006), Sales Leakage James Obermayer s Followers.

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converts more leads into sales Ultimately, lead management increases sales while Prospects into Hot Customers, by James (hot, warm or cold leads),

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Summary of Managing Sales Leads Turning Cold Prospects into Hot Customers James Obermayer to marketing and sales professionals and those who manage them

**7 keys to turning cold prospects into new clients**

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