

“COLD CALLS OR COLD FEET”

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The van is loaded with equipment and you have your Map Quest in hand.....you are confident, knowledgeable and ready to knock on the door! The fearsome cold call is looming! This workshop will examine the Seven Cs of Cold Calls: competence, co-ordination, climate, communication, co-operation, compassion and consistency. Attendees will discover how to plan and execute a successful cold call and keep their feet warm!