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Getting Past the Palace Guard

It's never been more difficult to "get in the door" to see prospects. Secretaries and assistants bar the way. Voice mail is ubiquitous. Trying to reach, let alone speak with a live prospect has become an exercise in frustration.

Wendy Weiss, "*The Queen of Cold Calling & Selling Success*" and author of "*Cold Calling for Women*" and "*Cold Calling College*" is now making it easy for entrepreneurs, sales professionals and business owners to reach live decision-makers and have conversations. She is offering the new, one-hour teleclass, "*Getting Past the Palace Guard*," on June 22, 2005 at 4:00 p.m. EST.

The teleclass covers: Naming the real decision-maker, getting that decision-maker on the telephone, exactly what to say to secretaries, assistants and receptionists, the best times to make calls and how to handle voice mail so that it becomes a secret weapon. Participants receive a CD of the teleclass plus scripts and sample voice mail messages. Participants will also have an unlimited number of questions answered by email for one month after completion of the teleclass.

Wendy Weiss, "*The Queen of Cold Calling & Selling Success*," is a sales trainer, sales coach and author. In business for over 15 years, she challenges the traditional thinking about cold calling and sales and provides specific information that empowers entrepreneurs, sales professionals and business owners to outsmart and outsell the competition.

For information on "*Getting Past the Palace Guard*" or other sales-enhancing Weiss Communications products, visit <http://www.wendyweiss.com>. To reach Wendy directly, (212) 463-8212 or email wendy@wendyweiss.com.

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