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have some resistance to the process of getting other people interested in whatever you are offering. ...

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Overcoming call reluctance is crucial because if it's severe enough, it can threaten your income and livelihood. It all starts with your inner thoughts about a certain sales or marketing activity, such as cold calling. If the thought is strong enough, it will cause you to respond negatively – both physically and emotionally.

~~5 Ways to Overcome Call Reluctance~~

That was the beginning of my lifelong battle with call reluctance and overcoming

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the fear of self-promotion. I went to work for my dad's agent in Gross Pointe, Michigan, a wealthy area in north Detroit on the St. Clair River. I rented a room in a mansion close to the office and headed off to the three-day training with four other guys.

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