**3 Cold Calling Tips**

**1. Set a big, crazy goal**

One of the best things about having a crazy goal is that it keeps you focused and motivated. When I decided to stop accepting mediocrity with appointment setting, I set up an outlandish objective by deciding to book 10 appointments per day. My coworkers thought l had lost my mind when they learned this, but through ***consistency*** in pursuing this madcap goal, I achieved remarkable results.

**2. Stay engaged with your mentor**

When you want to have a breakthrough performance on your next cold calling campaign, don't forget about the power of mentorship. Your mentor can help you think more positively with confidence by claiming my goal mantra while looking in the mirror every day.

Having someone in your corner that has achieved what you're striving for or someone who will be able to help guide you through any obstacles along the way is key to your foundation.

**3. Do not procrastinate, get started now**

The reason why salespeople are often reluctant to start their prospecting campaign is because of procrastination. It's no wonder, then, that overcoming this obstacle ranks among top reasons for successful dialing for dollars in many polls.

You should get started and not worry about being perfect from day one. You'll learn how to improve your phone skills with experience as time goes on. Make picking up the phone a priority if you ever want to be successful at cold calling.