

COLD CALL RESOURCES



Past Shows

- [Cold Calling Masterclass: From Opener to Booked Meeting](#)
- [Cold Outreach Fundamentals: Analysis From 3+ Million Cold Calls](#)
- [Proven Strategies for High-Converting Cold Calls](#)
- [Cold Call Frameworks to Boost Success Rates](#)
- [How to Convert More Cold Calls Into Next Steps](#)

Resources

- [Revolutionizing Cold Calling with Intent Data in 2024](#)
- [Cold Calling: From Reluctant to Confident](#)
- [Cold Calling Guide - Perfect the Pitch](#)

YouTube

- [Common Sales Objections: "Send me an email" | Cold Calling Tips](#)
- [How to Overcome Your FEAR of Cold Calling - Sales Tips!](#)
- [3 Tips to Leaving the PERFECT Sales Voicemail](#)
- [Common Sales Objections: "It's Not A Priority" | Cold Calling Tips!](#)
- [Step-by-Step Process to Cold Call Properly | Sales Tips](#)
- [The BEST Cold Call Opening Lines](#)
- [Cold Calling For Beginners: A Step-by-Step Guide to Book Sales Meetings](#)

COLD EMAIL RESOURCES



Past Shows

- [How to Increase Your Cold Email Performance](#)
- [Cold Messaging That Converts 2x More Meetings](#)
- [How to Write a Cold Email That Converts](#)
- [6 Powerful Cold Email Tactics to Increase Your Conversions](#)
- [Cold Email Subject Lines That Increase Open Rates](#)

Resources

- [Cold Email Framework](#)
- [Jed's Top 7 email templates](#)
- [Top ChatGPT Prompts for Cold Emails](#)
- [Outbound Sequences Course](#)
- [50 Highly Effective Email CTAs](#)

YouTube

- [How to Write Cold Emails That Convert - Sales Tips!](#)
- [5 Tips for Writing Un-Ignorable Sales Emails - Sales Tips](#)
- [How You Can Use Video to Double Your Deals - Sales Tips](#)
- [Steps To Ensure Your Emails Hit the Prospect's Inbox Every Time](#)
- [Steal This Perfect Cold Email Template](#)

Social Post

- [Only emails you need in your outbound sequence](#)

PROSPECTING RESOURCES



Past Shows

- [How to Land More Meetings Using LinkedIn](#)
- [Prospecting Masterclass: A Guide to Effective Cold Outreach](#)
- [How to Convert 3 Out of 5 Prospects on LinkedIn](#)
- [Prospecting Masterclass: Tactical Strategies for Cold Outreach](#)
- [Get More Replies With These Creative Cold Outreach Techniques](#)
- [LinkedIn Messaging Tactics to Increase Replies](#)
- [How to Convert More Meetings to Qualified Pipeline \(Meeting Prep\)](#)

Resources

- [The Practical Prospecting Guide](#)
- [5 Sales Plays for Grabbing Attention](#)
- [Jed's 27 Prospecting Signals](#)
- [Objection Handling Course](#)
- [Sales Nav Playbook Course](#)
- [Sales Navigator Playbook PDF](#)
- [Top 4 Go-to-Market Plays to Book 2X More Meetings](#)
- [3 Lead-to-Meeting Plays for Sales Success](#)

YouTube

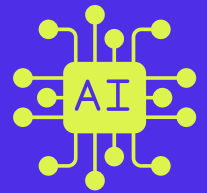
- [How to Generate Leads Using LinkedIn - Outreach Strategies That Work](#)
- [How to Time Block Your Calendar & Increase Productivity](#)
- [How to Connect with Prospects on LinkedIn](#)
- [10 Tips to Stand Out as a Sales Rep](#)
- [3 Ways to Show Up Differently in the Sales Cycle](#)
- [Outbound Sales Prospecting Fundamentals \(Free Sales Course\)](#)

Social Post

- [How to use prospecting signals](#)

Newsletters

- [How to build outbound from scratch \(4 steps\)](#)
- [5 Hidden LinkedIn Features to Book More Meetings](#)



Past Shows

- [Simple AI Plays: How to Effectively Implement AI in Your Day-to-Day](#)
- [How to Automate Prospect Research With AI](#)
- [Simple AI Plays: How to Keep Your Deals Moving Effectively](#)
- [How to Use ChatGPT and LinkedIn Sales Nav to Generate 1,000+ Warm Leads](#)
- [Simple AI Plays: How to Scale Your Prospecting Efforts and Generate More Pipeline](#)

Resources

- [Predicting the Future of Sales](#)
- [Top ChatGPT Prompts for Cold Emails](#)
- [AI Mastery: Maximizing your daily output](#)

YouTube

- [How to research your accounts \(outbound sales\) with this new AI tool](#)
- [My favorite AI tool for Cold Calling](#)
- [Impact of AI](#)
- [When to use AI \(and when NOT TO\) when prospecting](#)
- [New AI features on Sales Nav](#)