

ACTION PLAN

by Jeff Davidson,
Author of
Don't Give In: Making Stress

Dealing with Unwanted Phone Calls

If you're getting too many unsolicited sales phone calls, and feel like your time is being wasted, it might be time to consider getting an unlisted number. At a minimum, you can count on 20 to 40 fewer solicitations per year. You can always give your number to those people you want to have it. If an unlisted phone is too drastic for you, consider these strategies:

Get an answering machine. This enables you to screen calls. There's no reason you should get up during dinner to listen to someone's pitch about newspaper subscriptions or the latest poll that the person is taking.

Be polite, but firm when confronted by a telephone solicitor. My typical response is, "I'm sorry, but I'm just not interested," and then I hang up. Jerry Seinfeld's is, "I'll tell you what, why don't you give me your home phone number, and I'll call you back tomorrow night while you're having dinner."

If someone asks if the man or woman of the house is in, you could say, "No, and I don't know when they will be returning."

Inform the telemarketer that you no longer want to receive solicitation calls regarding the organization she or he is representing.

FYI... The "do not call" provision within the Telemarketing and Consumer Fraud and Abuse Prevention Act means you have the right to not receive calls! A telemarketer may not call you again if you say that you do not want any more calls.

**Working
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PURPOSE: To provide authoritative, useful, easy-to-understand information that will help our readers reduce stress, be more energetic and balance the demands of home and work. *Working At Your Best* (ISSN 1065-5190) is published monthly by Rodale Press, Inc.

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