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TeleSmart Hot List- What's In/Out for 2006

SAN FRANCISCO- The popular Hot List is back!. Each year, TeleSmart Communications compiles a list of trends in Inside Sales and presents this in a fun, What's In/out format. Highlights of the 2006 Hot List include the fact that off-shore customer support is out and on-shore lower cost customer support is in. And when structuring inside sales organizations, sales development teams reporting into marketing is out and sales development teams reporting into sales is in. There's always some fun pop culture predictions in the Hot List as well, such as crossword puzzles are out and Sudoku is in.

"We start the new year with a renewed sense of optimism and the courage to raise the bar on productivity," said Josiane Feigon, president and founder of TeleSmart. "After all, we are well positioned to dream big this year."

TeleSmart Communications is a 12-year global training company based in San Francisco. They specialize in developing efficient, focused, and strategic telephone and on-line communications for inside sales teams and managers. Last year, clients such as **Agilent, Documentum, Genesys, Siebel, VeriSign** chose TeleSmart as their worldwide solutions provider for inside sales. The TeleSmart 10- Sales Booster Series has become a "must-have" for any growing inside sales organization. TeleSmart provides on-site training, consulting and productivity coaching.

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