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The Ultimate Sales Machine [is] a book that puts it all together to help you dramatically increase your sales if you are wise enough to follow its advice. michael Gerber, bestselling author of

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The Ultimate Sales Machine PDF Summary Chet Holmes

MicroSummary: The Ultimate Sales Machine by the late great sales and marketing guru Chet Holmes is based around a simple premise: that mastery isn't about doing 4,000 things, but about doing 12 things 4,000 times. And these 12 things ranging from time management techniques to aggressive marketing strategies are exhaustively examined and resourcefully related throughout this wonderful little book.

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Chet Holmes' The Ultimate Sales Machine was given to me as required reading for a new job. I dived into and quickly learned that it is different than most business books. This one lays out clearly what you will need to do in order to gain an edge in the working world. Even though the word "sales" is in the title, this could be your bible for any business role. I recommend this read for anyone who leads a team, is in marketing or is an entrepreneur.

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Book Summary The Ultimate Sales Machine by Chet Holmes

My Notes on The Ultimate Sales Machine by Chet Holmes: You can profoundly improve your company if you absolutely commit one hour a week in which you do nothing else than work on making the business much more effective.

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