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This complete summary of the ideas from Chet Holme s book The Ultimate Sales Machine shows that you only have to focus on twelve core competencies to turn your business into the Ultimate Sales Machine . In fact, success comes from doing the right things with pigheaded determination and persistence. This summary highlights the twelve building blocks that you must put in place if your company is to succeed long term.

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The Ultimate Sales Machine Chet Holmes

And the insights prove it. A masterpiece of insights, wisdom and step-by-step instruction to build The Ultimate Machine. A machine implies a level of precision and that's exactly what you'll take away from this book: How to turn your company into a precision-like sales machine. This is where nothing is left

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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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