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### **The Ultimate Sales Machine Must Read Summaries**

This complete summary of the ideas from Chet Holmes 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 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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The Ultimate Sales Machine [is] a book that puts it all together to help you dra- matically increase your sales if you are wise enough to follow its advice. michael Gerber, bestselling author of

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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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