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Chet Holmes' Book The Ultimate Sales Machine

Chet Holmes is an acclaimed corporate trainer, strategic consultant, motivational expert, and lecturer. His nearly one thousand clients have included major companies like Pacific Bell, Morgan Stanley, American Express, GNC, Wells Fargo, EstÃ©e Lauder, Merrill Lynch, and W. R. Grace, as well as small businesses of every kind.

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The Ultimate Sales Machine Summary - Four Minute Books

This book supposedly offers 12 strategies that you can use to master 3 areas in any business--management, sales and marketing--and apply them such that it will create your ultimate sales machine that withstands the test of time.

Ultimate Sales Machine by Chet Holmes - Goodreads

Review: •The Ultimate Sales Machine•™ by Chet Holmes. The Ultimate Sales Machine is one of my favorite sales books of all time for a simple reason: it's based on the author's personal experience of improving the sales of hundreds of companies over many, many years. You won't find fluffy theory in this book - just 12 clear priorities that will help you improve your profit margins and make more sales.

The Ultimate Sales Machine - Chet Holmes - The Personal MBA

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 The E-Myth and E-Myth Revisited

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Think of the Ultimate Sales Machine as a distillation of numerous other really good books on business and sales. But in the case of this book what you end up with is a great example of the "whole being greater than the sum of the parts".

The Ultimate Sales Machine (Audiobook) by Chet Holmes

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the "ultimate sales machine." Strategy refers to the overall long-term position. a sales rep wants to achieve with the prospect. The ultimate strategy is to be devoted to helping clients succeed. Tactics relate to the methods used for immediate or short-term gain, including a one-on-one discussion. By employing strategy

Sign-Off T 1 This is one of the most fundamental, yet

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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sales for several years consecutively. Charlie has called Chet â€œAmericaâ€™s greatest sales and marketing executive.â€• Chet is the author of the best-selling book The Ultimate Sales Machine, which is the #1 business book and the #1 sales and marketing book on Amazon. Chet also authored the Business Growth Masters

Anthony Robbins THE NEW MONEY MASTERS

The Ultimate Sales Machine shows you how to tune up and soup up virtually every part of your business by spending just an hour per week on each impact area you want to improve. Like a tennis player who hits nothing but backhands for a few hours a week to perfect his game, you can systematically improve each key area.

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Quick Summary. Holmesâ€™™ The Ultimate Sales Machine was an extremely enjoyable read. Definitely in one of our Top 5 as far as sales/business development books are concerned. Pick up a copy if you are looking to revamp your sales efforts or business in general.

The Ultimate Sales Machine (Book Summary) - Ethos3

â€œThis repetition trains your body to run like a machine - and that's what constant and focused repetition will do for your business. â€œAny area of achievement in your life required you to stick with the basics until you became great. â€œBuilding a sales machine is not going to be about doing 4,000 things;

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