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anyone can turn their business into the ultimate sales machine if they concentrate on mastering the essential strategies of business. In his book, The Ultimate Sales Machine, Holmes defines the twelve strategies necessary for running a successful business and shows readers how to practice and utilize these strategies to turbocharge their business.

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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.

## **The Ultimate Sales Machine Summary - Chet Holmes**

is going to turn your company into the Ultimate Sales Machine. Training is proactive. It keeps your company healthy and prepared no matter what crises arise. THE COMPLETE SUMMARY: THE ULTIMATE SALES MACHINE by Chet Holmes Published by Soundview Executive Book Summaries (ISSN 0747-2196), P.O. Box 1053, Concordville, PA 19331 USA, a division of Concentrate Knowledge Corp.

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