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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.

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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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29 percent of consumers do not read a newspaper. In the past 15 years of working with thousands of entrepreneurial companies and more than 60 of the Fortune 500, I've seen the average cost of getting in front of a client virtually triple.

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