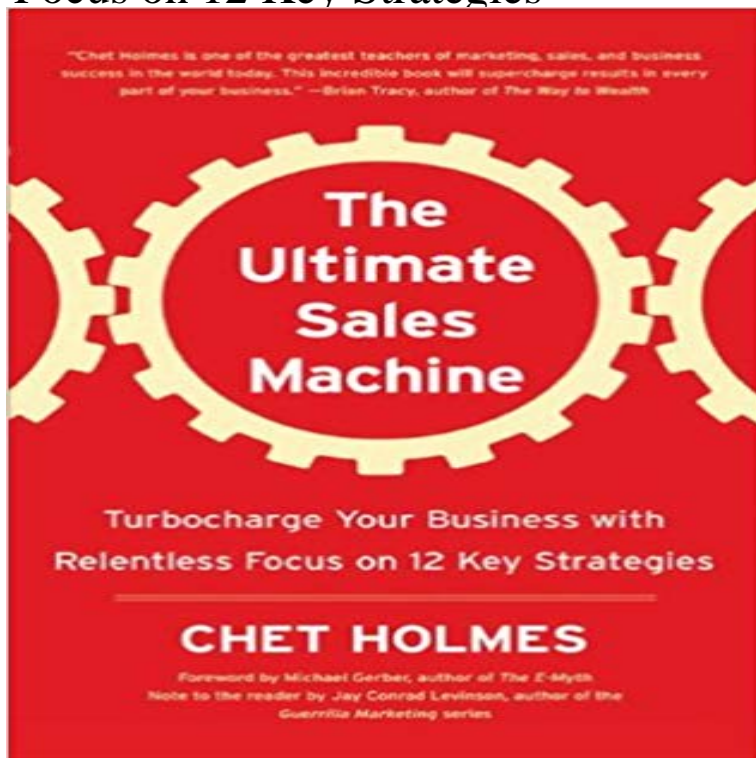


The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies



There are countless books, seminars and consultants that offer the secrets to everlasting business success. After heeding their advice, perhaps you manage your time more efficiently write a compelling pitch letter, or close a few more deals. But after a week or a month you revert to your old bad habits and mediocre performance, until the next hot new program comes along. The only lasting way to enhance your productivity and growth is to focus on a handful of basic concepts and repeat them week after week, and teach your staff to do the same. This book shows how to tune up virtually every area of your business, systematically, with just a little disciplined focus. Spend an hour per week on each impact area of your business and you will be astonished at hoe much you can accomplish.

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