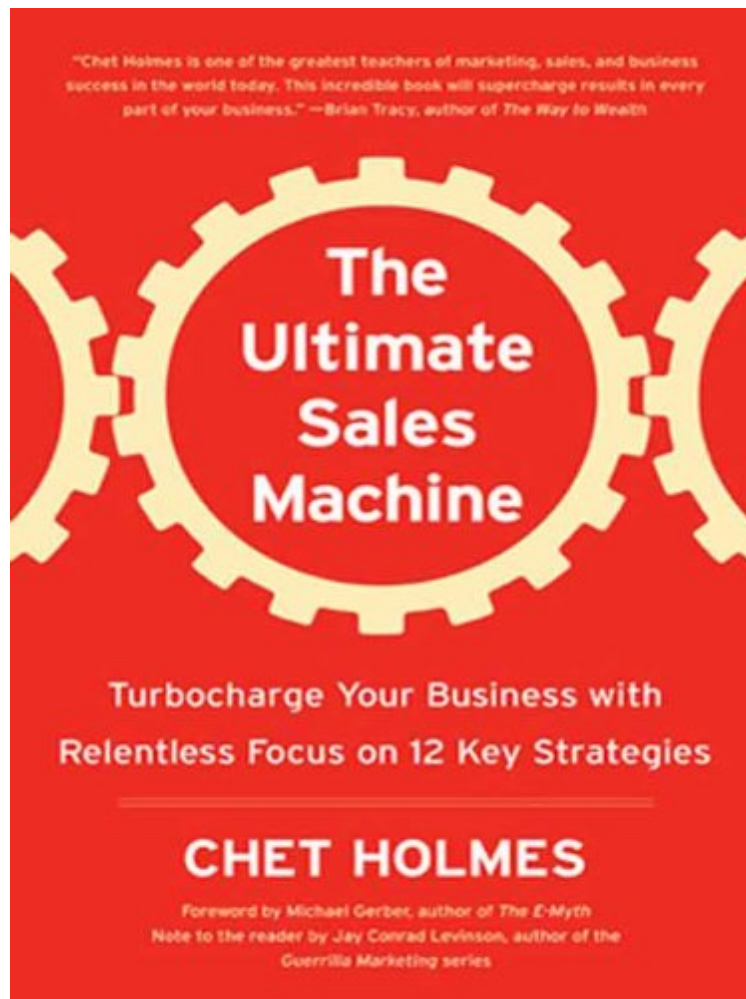


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## The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies

Chet Holmes

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**Chet Holmes : The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Ultimate Sales Machine: Turbocharge Your Business with Relentless Focus on 12 Key Strategies:

0 of 0 people found the following review helpful. Great read!By JoshI didn't didn't know anything about Chet Holmes until this book that was recommended by a group I'm apart of and I've got to say it was a great recommendation, I will be using these strategies in the near future. I'm prepping to explode onto to the scene!1 of 1 people found the following review helpful. Great Perspective, Different InsightsBy Rebecca WThis is a great book on how to sell and develop some good manager skills specifically and other than that it's a good book in general. Holmes taught me a simple and very effective way of managing my time in the first chapter. For that reason alone I would recommend the book (or at

least reading the first chapter at the library). Next he discussed better ways to run meetings and get the most productivity out of a team. Additionally, one of his most important insights is that all the great ideas in the world won't help anyone do anything if you don't have the "pig headed discipline" to implement the idea and follow up to make sure everyone is acting on it. I have found this to be the case in my own life many times over when I learn a new time management technique but don't stick with it and ultimately revert back to my old poor time management habits. The bulk of the book is about how to sell and describes in detail how Holmes became great at selling. If I were to describe the idea in a nutshell it would be that successful sales people have a system and use it consistently. Additionally successful sales managers study what their most successful sales staff are doing different from everyone else and then takes steps to spread their techniques across the organization. The sales professional will find it useful (or perhaps a useful review, if the information is not new) and the novice will find it educational. If you are like me and subscribe to the idea that you are always selling be it your ideas at a meeting, trying to get a job, or as a member of a sales staff, you can find benefit in learning something from someone who is good at it. 0 of 0 people found the following review helpful. A prudent investment of time By M. Gold Excellent read from someone that has had a lot of experience with face to face sales. The best thing about investing in this book, you can acquire the best this author has to offer in just a few hours. Practical, instructional and correct.

Chet Holmes helps his clients blow away both the competition and their own expectations. And his advice starts with one simple concept: focus! Instead of trying to master four thousand strategies to improve your business, zero in on the few essential skill areas that make the big difference. 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; sales, marketing, management, and more.