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The Ultimate Sales Machine Summary by 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 from time management to marketing strategies are examined and resourcefully related throughout this wonderful little book.

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The Ultimate Sales Machine by Holmes Hardcover amazon com

This helps the individual sales person as well as the sales team manager or CEO. Very simple yet very powerful and practical. I had to get the print book after listening to the audio version because it had so many exercises and

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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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