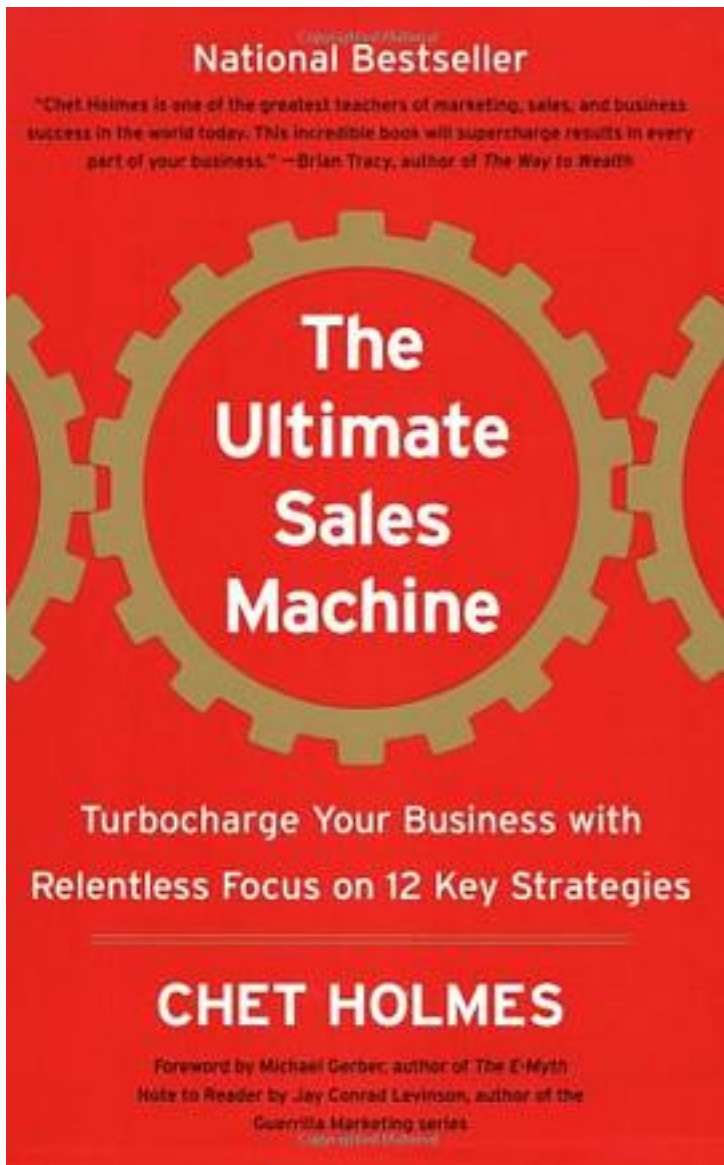# The Ultimate Sales Machine

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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.

作者介绍:

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标签

评论

里面的建议还是不错的，我也收获良多，但是作为一本书来说，大一统，我总觉得不是特别好，另外就是一直强调我牛逼，我随便搞一搞，那些企业马上飞天，这样的风格，不太好。

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书评

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