

The Secret Sales Machine

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Step Into The Mind Of The Ultimate Sales Machine As He Exposes Closely-Guarded Secrets to Boosting Your Profits And Catapulting Your Bottom Line! The Corporate Trainer For NBC, Citibank, Warner Bros, GNC, Wells Fargo, Estee Lauder, Merrill Lynch, And Almost a THOUSAND Other Companies Spills The Beans On How To Put Your Company On A Path To Success And Help It STAY There! Here Are The Ultimate Sales And Business Growth Tactics Youll Discover: - The absolutely BEST business to be in (most entrepreneurs totally screw this up and, as a result, never have the freedom and independence they deserve!!!) - The one BIG DARN secret of the top producers in a business. (This is what separates the wheat from the chaff and enables the top businessmen to annihilate any competition that comes their way!) - The one characteristic you MUST have if you want to survive in sales and business (Chet was going to name his book after this, but he was turned down that's how shocking it was!) - The fastest growth strategy in the world and how you can implement it in your business (99.4 of businesses fail miserably because they lack this!) - How Chet follows up with potential clients (It's this strategy that allows him to reach ANYONE no matter how high their status!) - Three tiers of buyers and how you can tailor your marketing toward them (Believe me, this isn't a one size fits all proposition each tier requires a different marketing strategy!) - How Chet is able to run his business from the comfort of his home (the airliner JetBlue uses this same secret!) The secret to bagging the biggest affiliate in your niche (This one secret enabled Chet to make 15.4 Million dollars from a single affiliate deal not bad for a years worth of work!) - What Chet learned from being a black-belt in Karate and how he instills it in his business (this one secret ALONE boosted the profitability of a \$300 million dollar company by 20 in ONLY one year!) - How to have a productive corporate meeting either in person or virtually (many business waste TONS of time and money twiddling their thumbs at meetings and don't get anything done!) - How to triple the retention time of any sales presentation (Chet uses this all the time when training top clients!) - and a WHOLE LOT MORE!

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