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book is essential
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Summary : The proven system for rapid B2B sales growth from the coauthor of Predictable Revenue, the breakout bestseller hailed as a “sales bible” (Inc.) If your organization’s success is driven by B2B sales, you need to be an expert prospector to successfully ...

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books have a practicable
approach to what we
used to call direct
marketing, but that over
the years have been
renamed to outbound
lead generation and

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sales through the telephone (although the approach also applies to situations where the final mile of the sales process requires meeting face to face with the potential customers).

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In “Predictable
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Prospecting” which is
widely referred to as
“the sales bible of
Silicon Valley,” several
breakthrough ideas for
adding qualified
opportunities at the front
end of the sales pipeline
were introduced that
ensure rapid and

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consistent revenue
growth.

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Predictable Prospecting
is a member of a family
of books that came out
last year and earlier this
year and that describes
the best practices for
various revenue

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desperate need for
improving the
productivity of each
dollar we invest in sales
and marketing. All the
books have a practical
approach to what we
used to call direct
marketing, but that over
the years has been
renamed to outbound
lead generation and

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offers a great mix of
tactical
recommendations within
a strategic methodology
for predictable pipeline
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great book for staying
current on the
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processes that are
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Following this proven
step-by-step framework,
you can turn any B2B

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organization into a high-performance business development engine, diversify marketing lead generation channels, justify marketing ROI, sell into disruptive markets—and generate more revenue than ever. That's the power of Predictable Prospecting.

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Both programs are designed to get you a rock-solid playbook for mechanizing prospecting where it makes sense. Then we blend the mechanized part of the framework with hyper-personalization and relationship-building (human stuff)

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organization's success is

driven by B2B sales,

you need to be an expert

prospector to

successfully target,

qualify, and close

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To Radically
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That's part of the
reason her co-author on
that book, Aaron Ross,
wrote the foreword to

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Marylou Tyler**

Overview. Following this proven step-by-step framework, you can turn any B2B organization into a high-performance business development engine, diversify marketing lead generation channels,

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justify marketing ROI,
sell into disruptive
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That's the power of
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