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Predictable Revenue by Aaron Ross and Marylou Tyler
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Predictable Revenue is one of the best kept secrets in business literature I don't give five star reviews often especially for business books but this book earns it The authors understand the real challenges marketers and sales executives face and articulate proven solutions

eloquently'

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build out our sales team at
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whose pany is a few years
ahead of ours if he had any
relevant book recs and he
immediately suggested Aaron
Ross s Predictable Revenue
calling it The Bible of sales I
generally don t give business
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was a revelation'***

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work in B2B startups and
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guest post is by Aaron Ross
a former sales director at
Salesforce and author of the
best seller Predictable
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Salesforce Cold Calling 2 0
is the outbound sales process
that helped Salesforce add
100 million in its first few
years'

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