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The Ultimate Sales Machine: Turbocharge Your Business With Relentless Focus On 12 Key Strategies

If you want to build the Ultimate Sales Machine, one of the key pieces of the puzzle is to understand the personality profile of top producers. Breaking it down, you need to learn how to recruit them and keep them and then apply all that you've learned. The average bad hire costs a company \$60,000 — if you're lucky. Some CEOs estimate that a single bad hire

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