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# **A Schematic eBokkos Summary of Chet Holmes' "The Ultimate Sales Machine"**

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Are you working smarter or harder?

For instance, there is always a smaller number of "best buyers". That means that marketing to them only would not only save you 80% of your marketing budget, it would also boost net profit margins considerably, because according to the Pareto Principle 80% of your sales come from 20% of your customers.

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