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Book Summary — Fanatical Prospecting | by Michael Batko ...

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Fanatical Prospecting (2015) is full of home truths and tips and tricks designed to help salespeople up their game - it's the ultimate no-nonsense guide to salesmanship. The message is simple: If you want to make it as a sales superstar, you have to keep your pipeline full of leads.

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Fanatical Prospecting gives salespeople, sales leaders, entrepreneurs, and executives a practical, eye-opening guide that clearly explains the why and how behind the most important activity in sales and business development: prospecting. The brutal fact is that the number one reason for failure in sales is an empty pipe, and the root cause of an empty pipeline is the failure to consistently prospect.

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