



# HYPER SALES GROWTH

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# HYPER SALES GROWTH

## 1. Two Foundations

- Systems & Processes
  
- Leverage

## HYPER SALES GROWTH

### 2. Entrepreneur Insight

- Vision
- Key People
- Culture

## HYPER SALES GROWTH

### 3. Sales Management

- Minimum standards
- Recruiting
- Coaching /Training

## HYPER SALES GROWTH

### 4. Sales

- The Ultimate Definition
- Backward Thinking
- Pipeline Management
- Touch System

# Ironman Lessons Learned