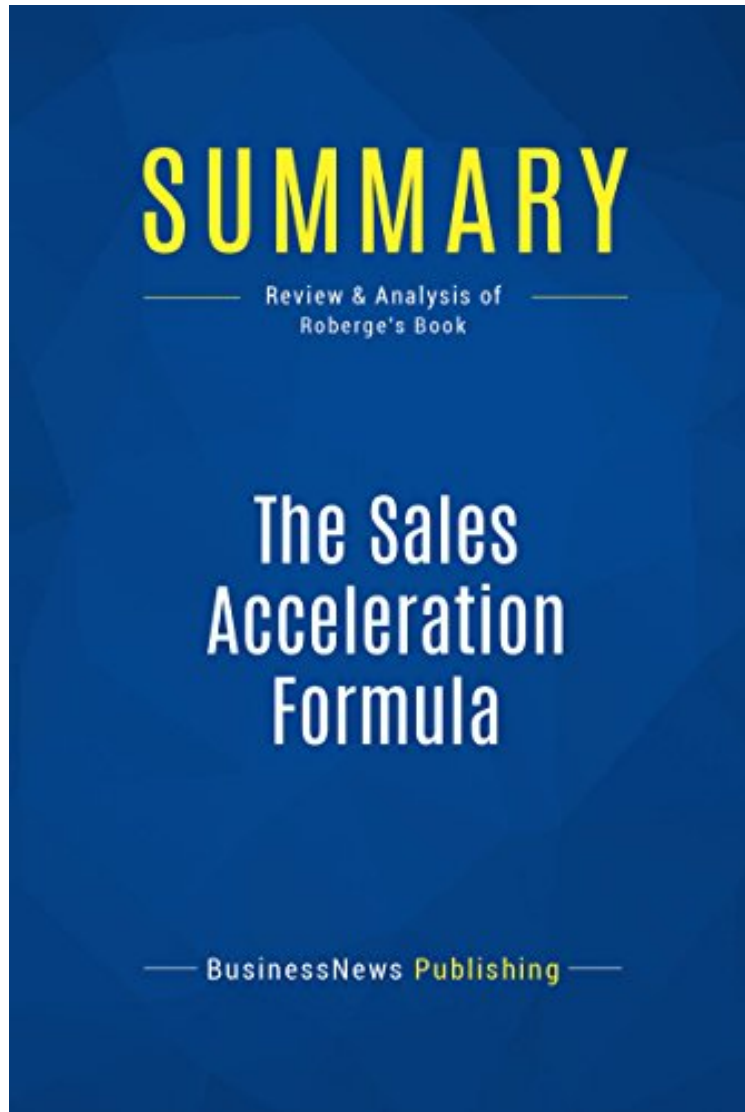


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The must-read summary of Mark Roberge's book: "The Sales Acceleration Formula: Using Data, Technology and Inbound Selling to Go from \$0 to \$100 Million".This complete summary of the ideas from "The Sales Acceleration

Formula" shows that, contrary to popular belief, sales management needn't be an art form; it is possible to use a formula to create the strongest possible sales team. Roberge was an engineering major and so he approached sales like an engineer would; with processes and metrics. Using this approach, he managed to increase HubSpot's revenue by 6000% over the course of six years. Throughout his time in sales, he came up with five components to ensure you too can always reach your sales targets. From hiring to training, this summary will take you through each step of the formula and explain exactly how you can apply it to your team and accelerate your sales today. Added-value of this summary: **Save time**; **Understand key concepts**; **Expand your sales skills** To learn more, read "The Sales Acceleration Formula" and learn how to accelerate your sales in just a few short steps!