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that teaches you how
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process.. Aaron discusses his experience at Salesforce.com starting a new group that used an innovative outbound prospecting approach (involving no cold calls) to create new leads.

12 Minutes

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Revenue”? That is a

fairly common question

when you work in B2B

startups and venture

capital. This method

was developed by

Aaron Ross at

Salesforce, which

helped generate more

than \$ 100 million in

new contracts.

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PDF Summary-

Aaron Ross & Mary

Lou Tyler

1. Predictable lead generation leading to predictable revenue. Having marketing and sales qualified leads that are likely to convert is the key to a successful sales strategy. Predictable revenue aims at identifying desired leads that you want your sales reps to target and tracking the

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actual conversions. 2.
Personalization of the
outbound ...

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Reviewed by. Max
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5-stars, business,
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thinking a lot about
how we build out our
sales team at

SilviaTerra. I asked a
friend whose company
is a few years ahead of
ours if ...

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Aaron Ross, Marylou

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