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Aaron Ross is the best-selling author of Predictable Revenue: Turn Your Business Into A Sales Machine With The \$100 Million Best Practices Of Salesforce.com and his newest book with Jason Lemkin, From Impossible To Inevitable, called my many "the best business book i've ever read" (read Amazon reviews here).

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To turn a business into a source of predictable revenue, you need to make some changes in the mindset of the executives. One of the most common mistakes made by CEOs and sales VPs is not being up-to-date and not understanding how the lead generation process works. Studying and understanding the role of specialization is a key decision for this.

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