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SALES AND MARKETING

The Definitive Guide to
Working Less and Making More

PERRY MARSHALL

Foreword by Richard Koch, author of the bestsellers
The 80/20 Principle and *The 80/20 Individual*

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effective with less effort by learning how to identify and leverage the 80/20 principle that 80 percent of all our results in business and in life stem from a mere 20 percent of our efforts. The 80/20 principle is one of the great secrets of highly effective people and organizations. Did you know for example that 20 percent of customers account for 80 percent of revenues? That 20 percent of our time accounts for 80 percent of the work we accomplish? The 80/20 Principle shows how we can achieve much more with much less effort, time, and resources simply by identifying and focusing our efforts on the 20 percent that really counts. Although the 80/20 principle has long influenced today's business world, author Richard Koch reveals how the principle works and shows how we can use it in a systematic and practical way to vastly increase our effectiveness and improve our careers and our companies. The unspoken corollary to the 80/20 principle is that little of what we spend our time on actually counts. But by concentrating on those things that do, we can unlock the enormous potential of the magic 20 percent and transform our effectiveness in our jobs, our careers, our businesses, and our lives. SUMMARY -

The 80/20 Principle: The Secret To Achieving More With Less By Richard Koch Shortcut Edition, 2021-06-11. Our summary is short, simple, and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will discover all the ways to use the 80/20 principle in business and in your everyday life. You will also discover that the Pareto principle is useful in strategy, marketing, sales, inventory, and project management; negotiation; that most efforts do not produce the expected results; that a wide range of products makes you lose customers; that applying Pareto is above all about changing your mindset. With his book entitled *The 80/20 Principle: Doing More with Less*, Richard Koch breathes new life into the law of least effort. Convinced that success and happiness are compatible, he explains how to earn money, live constructive relationships at work, and lead an enjoyable life. Are you ready to follow the guide? Buy now the summary of this book for the modest price of a cup of coffee. **80/20 Sales And Marketing** Adam Kreiser, 2021-07-16

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