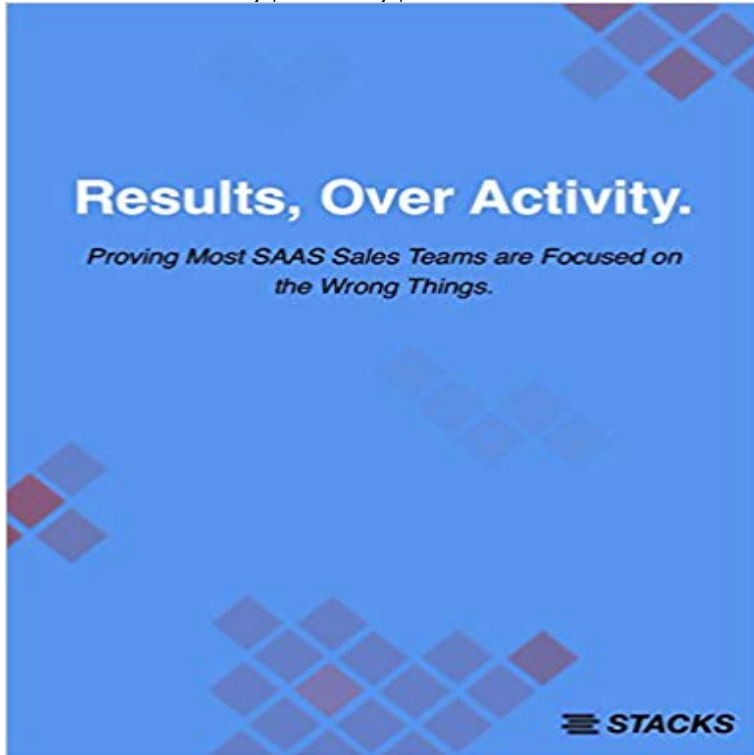


## Results, Over Activity.: Proving Most SAAS Sales Teams are Focused on the Wrong Things.



When it comes to life and work there is only one thing that matters, Results. Most sales teams are focused on activities completed and hours worked in a day. This is one of the reasons most startups cant hit viral growth. The team at StacksIO is determined to change this. Their revolutionary sales methodology is exactly what startups need to take their sales game to the next level. This book will teach startups: -How the sales profession used to be and why it worked. -Universal truths that can still be applied to todays subscription economy. -Where SAAS sales teams went wrong and the mistakes they are currently making. -The rise of the new sales game and redefining what it means to close. -The current trends in SAAS sales and how your startup can gain a competitive advantage. -Whats in store in the future for salespeople and big opportunities to watch out for. Our hope is that you can pull points from this book and implement them into your startup immediately. Times have changed, if you want to stay ahead of the game in SAAS sales, you need to change with them.

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naturally err towards the activity that produces the most results. In the past sales was all about one thing, the close. :  
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