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Every business needs predictable and scalable revenue, and high-quality sales lead. Seeds, nets, and spears can help your outbound prospecting team capitalize on different types of opportunities. According to Aaron, businesses need a steady stream of three types of leads to achieve predictable and scalable revenue: 1.

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Predictable Revenue Quotes by Aaron Ross

Aaron Ross is a global keynote speaker and the #1 best-selling author of "Predictable Revenue: Turn Your Business Into A Sales Machine With The \$100 Million Best Practices Of Salesforce.com" (called the “Sales Bible of Silicon Valley”), and the co-author of "From Impossible To Inevitable" (www.FromImpossible.com) with Jason Lemkin.