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Pipeline Unabridged by Tyler, Marylou,  
Donovan, Jeremey, Pollak, Scott R.,  
Ross, Aaron (ISBN: 9781536695113)  
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Hi I'm Douglas Burdett, host of The Marketing Book Podcast and I'd like to tell you about the book "Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline" by Marylou Tyler and Jeremey Donovan. A bit of context: Marylou Tyler is also

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the co-author of the best selling book  
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The process could be simplified as

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having a Sales Prospecting System in place that allows you to qualify and disqualify leads quickly. Step 1: SWOT Analysis (What are your strengths, weaknesses, opportunities, and threats) and the 4Ps (product, price, promotion and place)

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Predictable Prospecting is a member of a family of books that came out last year and earlier this year and that describes the best practices for various revenue generation activities in a time where there is a desperate

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Predictable Prospecting: How to  
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Pipeline by Marylou Tyler and Jeremy  
Donovan , McGraw-Hill Education; 1  
edition (August 15, 2016), 256 pages.

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Hans Peter Bech is a bestselling author and a frequent blogger on how to make information technology companies global market leaders.

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"Predictable Prospecting offers a great

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mix of tactical recommendations within a strategic methodology for predictable pipeline generation. This is a great book for staying current on the technologies and processes that are proving to be the most effective."

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- Identify the prospects with the greatest...

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