

# The Leaky Funnel By Hugh Macfarlane

By Hugh Macfarlane

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Managing and monitoring your sales pipeline is key to the achievement of your stretching sales targets. The good news is that Hugh Macfarlane s book The

<http://blog.pipelinersales.com/salespreneurs/the-leaky-funnel-a-useful-guide-to-effective-pipeline-management/>

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The Leaky Funnel is a book about funnel management authored by Hugh Macfarlane. This is written as a business novel, and is packed with key arguments for a major

<http://www.mathmarketing.com/leaky-funnel>

The Leaky Funnel is the marketing strategy book authored by Hugh Macfarlane. This business novel is packed with fresh,

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The Funnel Sprung a Leak. by Hugh Macfarlane Sat Sep 12, But that, in itself, is not news. As the author of 'The Leaky Funnel'

<http://www.marketingprofs.com/short-articles/1301/the-funnel-sprung-a-leak>

In "The Leaky Funnel" Hugh Macfarlane brings a fresh perspective to managing the B2B sales cycle - he shows us how to focus on facilitating our prospect's buying cycle.

<http://www.amazon.co.uk/The-Leaky-Funnel-Hugh-Macfarlane-ebook/dp/B006GHBW2Q>

Hugh Macfarlane @ funnelguy. Author of 'The Leaky Funnel', video blogger on all things related to Funnel Management, and respected authority on Sales and Marketing

<https://twitter.com/funnelguy>

Hugh Macfarlane is founder and managing partner of He has now led over 150 marketing strategy projects for B2B businesses. Hugh s book, The Leaky Funnel,

<http://www.marketingprofs.com/marketing/online-seminars/9>

The idea of the Leaky Funnel was first popularised by Hugh Macfarlane of Mathmarketing. Where is your sales funnel leaking and why?

[http://customerthink.com/where\\_is\\_your\\_sales\\_funnel\\_leaking/](http://customerthink.com/where_is_your_sales_funnel_leaking/)

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<http://hwypdf.thecrossingventura.com/the-leaky-funnel-hugh-ma-33627566.pdf>

Hugh Macfarlane is the author of The Leaky Funnel (3.58 avg rating, 19 ratings, 2 reviews, published 2003) and The Leaky Funnel (0.0 avg rating, 0 rating

[http://www.goodreads.com/author/show/959665.Hugh\\_Macfarlane](http://www.goodreads.com/author/show/959665.Hugh_Macfarlane)

By Hugh Macfarlane. Author of The Leaky Funnel and Founder & CEO of MathMarketing. Give Marketing a Sales Quota

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<http://www.worldcat.org/title/leaky-funnel-earn-more-customers-by-aligning-sales-marketing-to-the-way-businesses-buy/oclc/60716057>

Rescuing Leads from a Leaky Funnel: Returning Leads The latter phenomena is what Australian author and marketing expert Hugh Macfarlane dubbed the leaky funnel

<http://calliduscloud.com/blog/rescuing-leads-from-a-leaky-funnel-returning-leads-to-marketing-and-marketing-automation/>

The Leaky Funnel has 19 ratings and 2 reviews. Jason Weeks said: Scarily boring narrative with interesting side bar of references. That's the best way t

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Founder & CEO of MathMarketing Author of "The Leaky Funnel" As a young marketing graduate, Hugh Macfarlane set out to learn what truly great B2B marketing looked like.

<http://www.mathmarketing.com/hugh-macfarlane>

View Hugh Macfarlane's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Hugh Macfarlane discover inside

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