

Attracting Perfect Customers

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Inspiration to Realization, Volume II
Stacey Hall
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Donna Fisher
Troy D. White
Linda Gorchels
Michael M. Lombardo
Ontario. Department of Agriculture
Ontario. Dept. of Agriculture and Food
Ontario. Dept. of Agriculture and Food
Ontario. Department of Agriculture and Food
Marian Baker
Ontario. Department of Agriculture
National Association of Wool Manufacturers
Christine Kloser
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Stacey Hall Stacey Hall Stacey Hall Donna Fisher Troy D. White Linda Gorchels Michael M. Lombardo Ontario. Department of Agriculture Ontario. Dept. of Agriculture and Food Ontario. Dept. of Agriculture and Food Ontario. Department of Agriculture and Food Marian Baker Ontario. Department of Agriculture National Association of Wool Manufacturers Christine Kloser

offers a more satisfying effective and profitable sales and marketing model provides tips for transforming any business into an irresistible magnet for attracting and retaining perfect customers as well as employees vendors and other stakeholders offers simple fun and easy to follow exercises that anyone in any organization can immediately and effectively use to attract better customers enjoy their work more and increase profitability attracting perfect customers takes readers beyond guerrilla marketing relationship selling and permission marketing to a place where there is an abundance of perfect customers and clients just waiting to be served the authors lead readers step by step through a paradigm shift in their approach to sales and marketing readers will learn to use the strategic attraction planning tm process which requires just five minutes of planning each day and makes businesses so highly attractive that perfect customers and clients are drawn to them like a lighthouse in a storm

promoting static synchronicity this book introduces a revolutionary sales and marketing model where like attracts like

a step by step approach to increasing your happiness as well as your profitability and success in business a very provocative concept gerry myers author of targeting the new professional woman most businesses

spend far too much of their time and energy struggling to get new customers or hang on to existing ones even customers who are ultimately more trouble than they're worth attracting perfect customers invites readers to move beyond the notions that business is war and winning market share means beating the other guy the authors outline a simple strategic process for making businesses so highly attractive that perfect customers and clients are naturally drawn right to them sound too good to be true hall and brogniez have successfully shown clients how to do it for years and now they share their secrets they prove that war like marketing techniques seem antiquated and labor intensive when compared to the strategic attraction planning process which requires just five minutes each day and enables any business to easily attract customers that are a perfect fit for their organization the kind of customers it is a pleasure to serve the authors reveal the six success standards of strategic synchronicity and share simple fun and easy to follow exercises that can be applied to any organization they walk you through the process of creating your own personalized strategic attraction plan and provide 21 supportive tips for making any company more attractive to its perfect customers attracting perfect customers will take you to a place where there is an abundance of perfect customers and clients with whom you can build strong satisfying profitable and lasting relationships

are you putting your best foot forward in meetings are you connecting with the right people at functions throughout your life you will find yourself in situations where professional networking will help you get to where you want to go whatever your strengths or weaknesses are you can always improve your networking skills and professional networking for dummies can show you how whether you feel ineffective at connecting with others or just want to become a better networker than you are today professional networking for dummies can help you develop great people skills professional networking for dummies explores the essential techniques of networking to get you meeting and greeting in no time it will help you get into the networking mindset and avoid such self-defeating traps as expecting immediate returns or turning off new potential colleagues you'll also discover how to overcome inhibitions make small talk and meet new contacts plus you'll find special information on networking tools and technology such as networking clubs using voice and e-mail internet networking and more through these pages you'll find out how to maximize your relationships expand your circle of influence through networking events network in the corporate world your community and in your personal life develop lifelong career building habits build and maintain your network networking is a universal principle of giving and receiving a lifestyle rather than a technique professional networking for dummies can help you build lasting powerful relationships both in and out of the office from using business cards properly to networking your way into a new job this friendly guide is your ticket to personal and professional success

previous editions sold more than 17 000 copies now includes a cd rom with excel worksheet templates and features new chapters on product management brand strategy and international perspectives linda gorchels is a well known product management authority and the author of the product manager's field guide and the manager's guide to distribution channels

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what's your dream financial stability and success love and a loving family life being the ceo of a prospering company true peace of mind a real sense of connection to your inner source or spirit whatever you seek and perhaps have found elusive can be yours that's the message of the women who wrote this book many

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