

Traction A Startup Guide To Getting Customers

Gabriel Weinberg

Getting Clients and Keeping Clients for Your Service Business
How to Get People to Do Stuff
How to create Mental Triggers to sell every day - Master the Science Behind Persuasion
Starting an Online Business All-in-One For Dummies
Cybersecurity Leadership Demystified
Win New Customers
Mental Triggers
CIO
Motor
How to Advertise a Retail Store, Including Mail Order Advertising and General Advertising
The American Hatter
The Chasm Companion
Personal Computing
Hardware World
Store Salesmanship
Automobile Trade Journal and Motor Age
American Druggist and Pharmaceutical Record
The Mailbag
Sheet Metal Worker
Informationweek
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Digital World
Shannon Belew
Dr. Erdal Ozkaya
Jean Ginzburg
Digital World, Albert E. Edgar
Paul Wiefels
Norris A. Brisco, Grace Griffith, O. Preston Robinson

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many books are written on how to attract more business for retail stores or new products but this is the only book written for the small business service provider whether you are an attorney doctor accountant consultant personal trainer insurance agent or computer consultant graphic designer dentist landscape or pool caretaker professional cleaner wedding planner tree trimmer caterer or pet sitter this book is for you the truth is unless you keep a steady stream of clients coming through your doors you will never be as successful as you would really like to be if you re great at working with clients and you do an excellent job of providing your services you have the capability to turn your service business into a highly profitable firm easily if you are like most small business service providers getting and keeping new clients is hard work and takes up most of your time and it is a big challenge yet this was not the reason you went into business you went into business to assist your customers and make a financially rewarding business for yourself this new book will guide you back to your original goals for going into business while

making your life easier developing a low cost proven marketing system doesn't have to be difficult or time consuming this book details the principles and practices of marketing for the professional service business in 30 days or less you will be so successful in attracting all the business you will ever need that you can select the clients you want to serve this specialized book will demonstrate methodically how to market and promote your services easily inexpensively and most important profitably you will learn how to find new business clients quickly and keep existing ones satisfied by selling client based solutions and services by putting technology and low cost marketing devices into place that take little or no time on your part you will learn to develop a marketing plan with hundreds of practical marketing ideas to help successful service providers attract new clients and increase business with existing ones atlantic publishing is a small independent publishing company based in ocala florida founded over twenty years ago in the company president's garage atlantic publishing has grown to become a renowned resource for non fiction books today over 450 titles are in print covering subjects such as small business healthy living management finance careers and real estate atlantic publishing prides itself on producing award winning high quality manuals that give readers up to date pertinent information real world examples and case studies with expert advice every book has resources contact information and web sites of the products or companies discussed

we all want people to do stuff whether you want your customers to buy from you vendors to give you a good deal your employees to take more initiative or your spouse to make dinner a large amount of everyday is about getting the people around you to do stuff instead of using your usual tactics that sometimes work and sometimes don't what if you could harness the power of psychology and brain science to motivate people to do the stuff you want them to do even getting people to want to do the stuff you want them to do in this book you'll learn the 7 drives that motivate people the desire for mastery the need to belong the power of stories carrots and sticks instincts habits and tricks of the mind for each of the 7 drives behavioral psychologist dr susan weinschenk describes the research behind each drive and then offers specific strategies to use here's just a few things you will learn the more choices people have the more regret they feel about the choice they pick if you want people to feel less regret then offer them fewer choices if you are going to use a reward give the reward continuously at first and then switch to giving a reward only sometimes if you want people to act independently then make a reference to money but if you want people to work with others or help others then make sure you don't refer to money if you want people to remember something make sure it is at the beginning or end of your book presentation or meeting things in the middle are more easily forgotten if you are using feedback to increase the desire for mastery keep the feedback objective and don't include praise

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you don t know where to begin you are frustrated because you don t know all the strategies and tactics to grow your business you are all over the place starting one thing finding that at first sight it might not be working and giving up then jumping to the next shiny thing and only to find that it too has failed this is known in the community as shiny object syndrome you love your idea or product but you don t know how to use digital marketing as a channel for your business you also feel overwhelmed at all the steps needed to take to get to the final destination and it makes you uneasy and on top of all that you are getting customers haphazardly one month you might have a ton of customers the next months it s crickets you have an amazing business and a solid product and i know you want to get there i know you want to feel successful you want to get to the point where you know what you need to do to create a strategy for your business you understand how to execute on next steps you don t feel like digital marketing makes your head hurt or is too complex and complicated you understand all the main components of digital marketing

and you know how to use each of the components and at which time you see your business growing and are excited you've created a successful venture with this book I can take you there I can get you to where you want to be you have probably tried from one to dozens of books courses and paid programs targeted to entrepreneurs these courses typically lure entrepreneurs in with amazing results and stretched stories of how someone somewhere has made thousands of dollars utilizing this one method that will make you rich this book is different and do you know why because this framework has been refined and perfected over five years this isn't just a quick system that I set up this is a framework that worked for my business and my clients businesses this book goes through all the aspects of customer acquisition you don't need to buy multiple books for how to create funnels or how to run Facebook ads this book contains the ultimate guide to how to find new customers this framework is a long term investment in your business this isn't about making a quick buck if you want to invest in your business to have as your own for your revenue stream or to eventually sell this formula I used to grow my clients businesses from several thousand dollars per month to 7 figures per year can help you do that

the world of sales is a battlefield where persuasion is a more powerful weapon and in the modern salesman's arsenal marketing tools are essential tools for winning over customers and inspiring conversations in this ebook we will reveal the secrets of the most effective marketing methods exploring how we influence the customer's decision making process and how to use them in their sales strategy to generate daily results

in the chasm companion the chasm group's Paul Wiefels presents readers with a new analysis of the ideas introduced in bestselling author Geoffrey Moore's classic books *Crossing the Chasm* and *Inside the Tornado* and focuses on how to translate these ideas into actionable strategy and implementation programs this step by step fieldbook is organized around three major concepts how high tech markets develop creating market development strategy and executing go to market programs based on the strategy

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