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Magnet Marketing John R. Graham, 1991-01-16 Offers a unique set of proven strategies that turn conventional marketing wisdom upside down Here is a complete program for turning any business into a concern that customers seek out on their own Shows that the role of marketing is to give people bold reasons for becoming customers and clients of their own accord through magnet marketing Argues against such inefficient techniques as cold calling and price slashing and instead proposes sound techniques for attracting the best clients and most profitable accounts and shows how to keep them once you've got them **Crow's**, 1990 **The Marketing Advantage** Colette P. Nassutti, 1994 JMR, Journal of Marketing Research, 1992 *News for South Carolina Libraries* South Carolina State Library, 1997 **Marketing magnético** John R. Graham, 1992 INDICE Replanteamiento de dos antiguas profesiones Un desafío a la sabiduría tradicional Vender en los años 90 Asesorarse Contar la historia Al encuentro con la prensa Cómo llegar a las masas a través de la publicidad Como avanzar en el cultivo de clientes Conservar Marketing de servicios profesionales Sobrevivir gracias al marketing Comprender el proceso de la venta Hacer que se produzcan las ventas Como crear un departamento de cultivo de clientes Como encender los motores del cambio El marketing en los años 90 **Small Business Sourcebook**, 2004 *Ecopreneuring* Steven J. Bennett, 1991-04-17 An ecopreneur can be anyone who wants to be successful at earning a living by solving environmental problems Focuses on small scale start ups and provides information on basic entrepreneuring including how to get the necessary training developing viable ecobusiness ideas funding an ecobusiness marketing and managing growth Also covered are specific ecobusiness opportunities in the fields of recycling and waste reduction techniques and providing products and services for the environmentally aware lifestyle Business Marketing, 1992-11 **Library Journal**, 1990 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately Bank Marketing, 1995-07 *Incentive*, 1992 **Journal of Interactive Instruction Development**, 1990 Canadian Ceramics Quarterly, 1997 **Small Business Sourcebook** Carol A. Schwartz, 1992-12 *Forthcoming Books* Rose Arny, 1990 The Real Estate Finance Journal, 1995 **No B.S. Direct Marketing** Dan Kennedy, 2013-04-01 This new edition reaffirms the essential fundamentals originally revealed by Kennedy and adds vital updates and revisions incorporating the newest media and marketing methods Kennedy adds three new chapters expanding on key direct marketing strategies and new case history examples and samples from new guest contributors each with extraordinary current success Kennedy dares marketers to dramatically simplify their marketing refocusing on what works Updated to address the newest media and marketing methods this marketing master plan from marketing master Kennedy delivers a short list of radically different little known profit proven direct mail strategies for ANY business Strategies are illustrated by case history examples from an elite team of consultants all phenomenally successful at borrowing direct marketing strategies from the world of mail order TV infomercials etc to use in ordinary businesses

including retail stores restaurants and sales

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