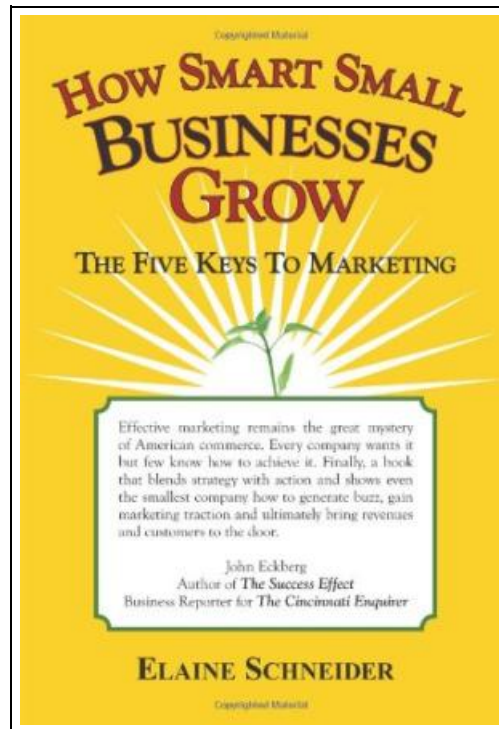


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Reviews

Absolutely one of the better ebook I have got actually read. Indeed, it is actually engage in, still an amazing and interesting literature. I realized this book from my i and dad advised this ebook to learn.
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HOW SMART SMALL BUSINESSES GROW: THE FIVE KEYS TO MARKETING



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AuthorHouse. Paperback. Condition: New. 220 pages. Dimensions: 8.9in. x 6.0in. x 0.7in. How Smart Small Businesses Grow will show you how to generate more business from customers, uncover profitable niche markets and develop products and services that cant be duplicated by the competition. You will also learn how to create the kind of credibility that makes the selling process effortless. Best of all, it usually requires a minimal investment of money. The key is to create a marketing infrastructure. By implementing the five-step formula outlined in this book, you will develop a marketing infrastructure that will also produce a fly-wheel effect in your business. This will enable you to uncover what you can do better than anyone else and develop products and services that solve the limitations of current product offerings. The net result is a set of customers willing to pay a premium for your products and services. If you must drop everything to sell more business every few months or you are so distracted by delivery issues that you are disconnected from customers, these are common signs of a business that does not have a marketing infrastructure. This means selling will get harder and the competition will get smarter. To determine if you need to develop a marketing infrastructure in your business. . . Take This Test If you answer No to one or more questions, this book will help you. 1. Does your lead system generate a consistent set of leads yes no2. Do you know what your business can do better than anyone else yes no3. Do you know the key pains of your customers yes no4. Have you recently created a new product or service that solves the limitations of current offerings yes no5. Have customers funded any of your products or services yes no This...



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