

100 Smartest Marketing Ideas Ever, 2004, 202 pages, Mitzi Keen Crall, 0944435521, 9780944435526, Glenbridge Publishing Ltd., 2004

There are some basic "life" principles that are consistent whether you are a ballet dancer, an ice skater or a stamp collector. We choose different pursuits, both personally and professionally, yet we all end up experiencing lessons, challenges, joys, sorrows, and successes that are very much the same. So it is with marketing your business products or services. There are some wonderfully effective core principles, ideas, and psychological factors that are effective regardless of what type of product or service is being promoted. Most people's psyche responds to specific stimuli in predictable ways. Knowing what motivates people and how to package that information is the crux of any successful marketing campaign. "Using these same principles and ideas, I have repeatedly helped companies achieve growth rates of 40 percent per year." Whether you own a small company, market for a large corporation, oversee the marketing efforts of others, or work designing marketing materials, this book is bound to become your "marketing right arm." "This book puts a positive spin on all of the current and up-to-date sales techniques. Mitzi's direct, honest approach, not to mention her enthusiasm for putting integrity back into the business world, all speak for themselves."

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The Ultimate Book of Sales Techniques 75 Ways to Master Cold Calling, Sharpen Your Unique Selling Proposition, and Close the Sale, Stephan Schiffman, Jan 18, 2013, Business & Economics, 224 pages. The secrets of breakout selling! Using his thirty years of experience training corporate sales forces, Stephan Schiffman has put together a collection of the most essential.

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Money Management for Business Success , Ilise Benun, Peleg Top, Jan 1, 2007, Business & Economics, . .

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