

And The Clients Went Wild How Savvy Professionals Win All The Business They Want By Kuzmeski Maribeth Wiley2010 Hardcover

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And The Clients Went Wild

And the Clients Went Wild! gives you the tools to take an eclectic approach and pick the best, most wildly successful marketing methods traditional, online, or both to win at a given marketing goal. And, whether by means of Facebook, Twitter, streaming video, or by old-fashioned word of mouth, public relations, or personal sales skill, the goal is to win, right?

...And the Clients Went Wild!, Revised and Updated: How ...

The principles are: 1) What are you doing that no one else is doing? You must build client/customer delight through differentiation. 2) Focus your marketing on benefits, results and a call to action. The client only cares about what's in it for them. 3) Go viral. Create memorable impactful messages that are worthy of being passed along.

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...And the Clients Went Wild! Audiobook, written by ...

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Perfect clients" are those who will pay for the full value of your product or services, rave about what you do, and go wild for anything that you offer. Lots of businesses have good clients, but only an elite few have passionate, loyal, vocal clients. This type of client is one that not only keeps coming back for more, but also finds the need to share you with family, friends, and even strangers.

1. Executive Summary - ... And the Clients Went Wild!: How ...

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Maribeth has written 7 books including the bestsellers ...And The Clients Went Wild! (Wiley), and The Connectors (Wiley). She has also written a book with her daughter, The Engaging Child: Raising Children to Speak, Write, and Have Relationship Skills Beyond Technology.

Maribeth Kuzmeski: And the Clients Went Wild! Positioning ...

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