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No Bs Newsletter Business Ideas Tips Near Me

Dan S. Kennedy, Shaun Buck



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No B.S. Guide to Maximum Referrals and Customer Retention Dan S. Kennedy, Shaun Buck, 2016-02-22 FACT NOTHING IS COSTLIER OR MORE DIFFICULT THAN GETTING A NEW CUSTOMER Business owners agree The referred customer is far superior to the one brought in by cold advertising Yet most business owners will invest more money to find new customers than getting referrals from current happy customers Millionaire maker Dan S Kennedy and customer retention expert Shaun Buck dare you to stop chasing new customers and keep an iron cage around the ones you already have Kennedy and Buck present a systematic approach to help you keep cultivate and multiply customers so that your entire business grows more valuable and sustainable and you replace income uncertainty with reliable income through retention and referrals Learn how to Apply the 1 best retention strategy hint it's exclusive Catch customers before they leave you Grow each customer's value and have more power in the marketplace Implement the three step customer retention formula Use other people's events to get more referrals Create your own Customer Multiplier System Calculate the math and cost behind customer retention Discover the referral getting sales increasing battle tested tactics designed to help you build a thriving business for the long term

No B.S. Guide to Direct Response Social Media Marketing Dan S. Kennedy, Kim Walsh Phillips, 2020-05-19 Everyone's Talking About It But Nobody Knows What They're Talking About Social Media Examiner's 2018 Social Media Marketing Industry Report found that only 10% of respondents strongly agree that they can measure ROI yet half of them will dedicate increased time and money to social media marketing instead of cutting back Millionaire maker Dan S Kennedy joined by marketing strategist Kim Walsh Phillips tells it like it is If you're not focusing on converting traffic into sales you might as well set your money on fire Kennedy and Walsh Phillips open up their playbook and show you how to stop being a social media victim and accepting non monetizable likes and shares as a return on your time money and energy and start using your platform for its true purpose as another channel to reach customers gain leads and make sales Learn how to Turn passive content into an active conversion tool Become a lead magnet with social media profiles that focus on the needs of ideal prospects not the product or service Create raving fans who introduce you to their networks Turn niches into riches laser in on your perfect prospects and ignore the tire kickers Harness the biggest secret in social media offline Discover the principles behind successful marketing campaigns and start making dollars and cents out of your social media strategy

No B.S. Guide to Selling Your Company for Top Dollar Dan S. Kennedy, David Melrose, 2025-01-07 Join Dan Kennedy and David Melrose for a no nonsense dive into building businesses that SELL BIG In this brand new addition to the No B S series you'll learn how to build a business that you can sell for maximum wealth Every business owner dreams of pursuing a successful top dollar exit that'll get them a 7 to 8 figure payday but few ever achieve it Those who do manage to sell their business are often bogged down by ruthless investment firms BS valuation formulas or their own poor business practices and systems These stop business owners from getting the maximum amount of wealth that they can from their

businesses DON T BE ONE OF THEM Luckily business experts and sellers themselves Dan Kennedy and David Melrose have the antidote You ll discover Who the potential buyers are for your business and how to tap into a whole new market primed to buy How to set up a business that is BUILT TO SELL with your future exit strategy always in mind How to sell Blue Sky and ditch the traditional valuation formula to achieve the biggest payday possible Ways to negotiate with potential buyers and survive the Deal Killers How to live life and set yourself up for success after the sale Plus real interviews with company owners who successfully sold their companies to achieve top dollar exits If you own or are even thinking about starting a business and want to achieve real wealth then you can t afford not to read this book **No B.S. Grassroots Marketing:**

Ultimate No Holds Barred Take No Prisoners Guide to Growing Sales and Profits of Local Small Businesses Dan S. Kennedy, Jeff Slutsky, 2012-01-12 Be a Small Business with BIG IMPACT Called the professor of harsh reality Dan S Kennedy joined by local level marketing specialist Jeff Slutsky delivers a hard to swallow truth to local small business owners like you You Are in a Fight for Your Life As a local small business you re vulnerable to distant online discounters big box retailers and other competition you ve got to do more than merely get customers you have to keep them FOR LIFE And you have to win them over where your competition can t at the street level Kennedy and Slutsky present local business owners retailers service providers restaurateurs and professional practice owners with a tactical grassroots marketing plan to help increase customer retention generate greater referrals and build a thriving business for the long term Covers 9 inconvenient truths of grassroots marketing Zero Based Marketing the solution when you figure out traditional and non traditional marketing is failing you How to use the media as an extension of personality and of relationship NOT a substitute for it Why most local marketing programs fail and what you need to do to succeed a 7 Step Plan and tactics On site promotions increase revenue without spending money time or leaving your operation How to use and how to waste dollars on the Internet and other technology PLUS gain access to FREE Glazer Kennedy University Webinar Series FREE Elite Gold Insider s Circle Membership FREE Income Explosion Guide CD FREE Income Explosion FAST START Tele Seminar *Federation Guide and Market News* ,1924 *The Cosmopolitan* ,1912 **Building and Engineering News** ,1927 **Music News** ,1927

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