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Dan S. Kennedy



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The Best of No B.S. Dan S. Kennedy, 2022-09-06 The ultimate Dan Kennedy collection Millionaire maker Dan S Kennedy has told it like it is for over 30 years If you re not focusing on converting social media traffic into sales you might as well set your money on fire Now this ultimate collection of Kennedy s best sales and marketing wisdom from 12 of his best selling titles showcases the top content from the legendary millionaire maker himself Kennedy teaches business owners the customer getting sales boosting classic marketing strategies you need so you can stop accepting non monetizable likes and shares and start making the marketing moves that really count Inside you will learn The most powerful marketing tactics no matter what business you re in How to get riches with niches and become a magnet to your customers The monetizing magic of crafting effective communication The 1 way to prevent wasted marketing dollars 5 ways to grow your list for FREE before spending a dime on advertising How to turn passive content into an active conversion tool Create raving fans who introduce you to their networks Discover the principles behind successful marketing campaigns and start making dollars and cents out of your social media strategy 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, 2015-11-16 To avoid grabbing every business owner he meets by the shoulders and shaking them millionaire maker Dan S Kennedy has joined with marketing strategist Kim Walsh Phillips to help business owners private practice professionals and professional marketers start making dollars and cents of their social media marketing Daring readers to stop accepting non monetizable likes and shares for their investment of time money and energy Kennedy and Walsh Phillips urge readers to see their social platforms for what they are another channel to reach customers and gain leads and sales for their efforts Illustrated by case studies and examples this No B S guide delivers practical strategies for applying the same direct response marketing rules Kennedy has himself found effective in all other

mediums Covers How to stop being a wimp and make the switch from a passive content presence into an active conversion tool How to become a lead magnet by setting up social media profiles that focus on the needs of ideal prospects not the product or service Creating raving fans that create introductions to their networks How to move cold social media traffic into customers The role of paid media and how to leverage social media advertising to drive sales *No B.S. Price Strategy* Dan S. Kennedy, 2011-05-02 What s the right price for your new product Millionaire maker Dan S Kennedy and pricing marketing strategist Jason Marrs empower small business owners to take control of their profits by taking charge of the source their price Entrepreneurs are dared to re examine their every belief about pricing and take a more creative bold approach using price to their extreme advantage and allowing them to be as profitable as possible Liberating small business owners from all fear and timidity toward pricing Kennedy and Marrs teach small business owners uncover how to avoid the 9 ultimate price and fee failures including excess concern about competitors lower prices attracting customers who buy by price and not offering premium pricing options They also reveal how to discount without damage the secret to price elasticity how to break free from the price product link and most importantly how to set prices for the greatest profits Kennedy and Marrs disclose little known revelations about the power of pricing including The 9 ultimate price and fee failures The trick behind discounting without devaluing The 5 price related propositions to be concerned with The million dollar secret behind FREE How to win price wars with competitors Includes access to price strategy support tools at www.simplepricingsystem.com Covers pricing strategies specific to recessions *The No BS Business Guide* Thomas M. F. Timberman, 1994 THE NO BS BUSINESS GUIDE TO VIETNAM is the only handbook written by entrepreneurs for entrepreneurs Exhaustively researched in Vietnam the U S it gives straight answers to tough questions that American executives must have to seize opportunities on Asia s last economic frontier Included in its 200 pages is information on industry potential competition networking in the U S Vietnam penetrating bureaucracies itineraries contacts negotiating successfully within Vietnamese culture maps where to stay eat drink how to get around etc It s all in this definitive direction finder to profits in Vietnam To order LOI Inc 1728 Lamont St N W Washington D C 20010 or call 1 800 262 2576 **Pro-cane Sugar Vs Beet-sugar** ,1914 **Oil, Paint and Drug Reporter and New York Druggists' Price Current** ,1919 Vols include the proceedings some summarized some official stenographic reports of the National Wholesale Druggists Association called 18 1882 Western Wholesale Druggists Association and of other similar organizations **The Codes of California as Amended and in Force at the Close of the Thirty-sixth Session of the Legislature, 1905 ...: Civil code** California, 1908 **The Codes of California as Amended and in Force at the Close of the Thirty-sixth Session of the Legislature, 1905 ...: Code of civil procedure** California, 1907 **American Lumberman** ,1899 *The London Corn Circular* ,1928 **The Tablet** ,1892 **System** ,1922 **The Public Service Monthly** ,1921 **Advertising & Selling** ,1928 **Christian Vs. Pagan Civilization** Charles Augustus Windle, 1914 *Engineering and Mining Journal* ,1881 **Metal Industry** ,1906 **Barrel and Box**

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