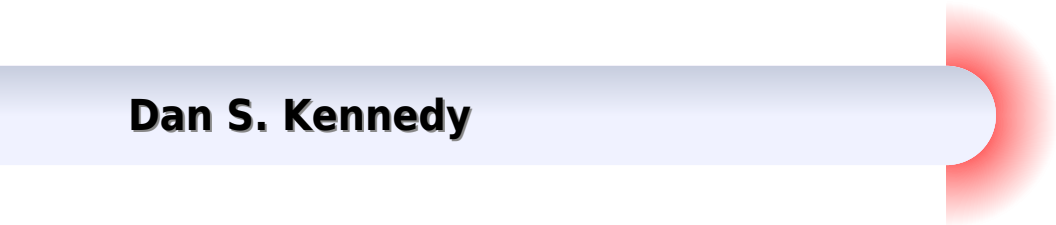




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Kennedy and Walsh Phillips urge readers to see their social platforms for what they are another channel to reach customers and gain leads and sales for their efforts Illustrated by case studies and examples this No B S guide delivers practical strategies 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-Nonsense Marketing Victor H. Prushan,1997-04-25 Vic Prushan does not just talk about how to give the customer more than is expected he delivers No Nonsense Marketing is incisive and thought provoking yet hard hitting and practical I recommend this book highly to managers of all businesses large and small Jack D Lantz President and CEO Unitek Miyachi Corporation Whether you have an MBA or learned about marketing from the school of hard knocks Prushan s No Nonsense Marketing will remind you of things you should not have forgotten and shows you things you wished you d known Stewart A Washburn CMC Consultant to Sales and Marketing Management Prushan s book follows his own sound advice to always give customers more than they expect Readers will find this a trove of insights and inspiration for every aspect of business management I recommend it highly Alexander Hiam author of The Portable MBA in Marketing and The Vest Pocket CEO and Professor in the Marketing Department at the University of Massachusetts Amherst This book is required reading for anyone who thinks they are a Street Fighter in marketing It s filled with great ideas that can help you build a stronger and more profitable customer base Victor Prushan truly knows his stuff and freely shares it in this book Jeff Slutsky author of Street Smart Marketing and The Toastmasters Guide to Successful Speaking Finally a book of marketing principles that both reviews fundamentals long since forgotten and provides iconoclastic new concepts on gaining keeping and delighting your customers all written with Vic Prushan s dry but sparkling humor This will be required reading for every person in my company who interfaces with a customer Jeff Z Amacker President Teledyne Controls **No B.S. Price Strategy: The Ultimate No Holds Barred, Kick Butt, Take No Prisoners Guide to Profits, Power, and Prosperity** Dan S. Kennedy,Jason Marrs,2011-04-18 FREE Insider s Circle Trial Membership Newsletter Audio Program Special Webinar Series and More Take CONTROL of your PROFITS Millionaire maker Dan S Kennedy and marketing strategist Jason Marrs dare you to re examine your every belief about pricing and empower you to take a more creative more effective bold approach to your price and prosperity Kennedy and Marrs don t offer little tricks like new ways to say 50% off half off or 2 for 1 They tell you the secret to setting prices for the greatest gain Then they teach you how to avoid the ultimate price and fee failures like attracting customers who buy by price You ll discover how to compete with FREE learn how to discount without damage and uncover the key to price elasticity Most importantly you ll grasp how to use price to your extreme advantage and grant yourself the power to be as profitable as

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Table of Contents Getting A Job In Marketing The No Bullshit Approach

1. Understanding the eBook Getting A Job In Marketing The No Bullshit Approach
 - The Rise of Digital Reading Getting A Job In Marketing The No Bullshit Approach
 - Advantages of eBooks Over Traditional Books
2. Identifying Getting A Job In Marketing The No Bullshit Approach
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Getting A Job In Marketing The No Bullshit Approach
 - User-Friendly Interface
4. Exploring eBook Recommendations from Getting A Job In Marketing The No Bullshit Approach
 - Personalized Recommendations
 - Getting A Job In Marketing The No Bullshit Approach User Reviews and Ratings
 - Getting A Job In Marketing The No Bullshit Approach and Bestseller Lists
5. Accessing Getting A Job In Marketing The No Bullshit Approach Free and Paid eBooks

- Getting A Job In Marketing The No Bullshit Approach Public Domain eBooks
 - Getting A Job In Marketing The No Bullshit Approach eBook Subscription Services
 - Getting A Job In Marketing The No Bullshit Approach Budget-Friendly Options
6. Navigating Getting A Job In Marketing The No Bullshit Approach eBook Formats
 - ePub, PDF, MOBI, and More
 - Getting A Job In Marketing The No Bullshit Approach Compatibility with Devices
 - Getting A Job In Marketing The No Bullshit Approach Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Getting A Job In Marketing The No Bullshit Approach
 - Highlighting and Note-Taking Getting A Job In Marketing The No Bullshit Approach
 - Interactive Elements Getting A Job In Marketing The No Bullshit Approach
 8. Staying Engaged with Getting A Job In Marketing The No Bullshit Approach
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Getting A Job In Marketing The No Bullshit Approach
 9. Balancing eBooks and Physical Books Getting A Job In Marketing The No Bullshit Approach
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Getting A Job In Marketing The No Bullshit Approach
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Getting A Job In Marketing The No Bullshit Approach
 - Setting Reading Goals Getting A Job In Marketing The No Bullshit Approach
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Getting A Job In Marketing The No Bullshit Approach
 - Fact-Checking eBook Content of Getting A Job In Marketing The No Bullshit Approach
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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