# Marketing 101

A Guide + Workbook



## **Marketing Guide Workbook**

United States. Business and Defense Services Administration

#### **Marketing Guide Workbook:**

A Creative Marketing Guide for Artists and Makers Chris Zielski, 2016-06-13 A workbook that blends strategy with empathy A Creative Marketing Guide provides artists creatives and makers a guided approach to finding their marketing niche Packed with colorful worksheets and activities this engaging book helps readers navigate the challenges of marketing their products by finding methods that connect with who they are and what they make By tapping into their personal strengths readers will create a highly individualized marketing strategy that is both comfortable and effective No matter where readers are on their marketing journey they will benefit from this tactile inspiring and practical guide Marketing For 2020 Workbook Paula Isaiah Panganiban, 2020-03-31 This workbook will guide you towards creating an Online Content Marketing positioning for your brand and business You re here because you want to apply content marketing concepts to your business turning yourself into a lean and mean content marketing machine To start what is Content Marketing Content marketing is a strategic marketing and business process focused on creating and distributing valuable relevant and consistent content This content is meant to attract and retain a clearly defined audience and ultimately drive profitable customer action When done correctly content marketing helps create a relationship with your audience which leads to trust And if your audience trusts you they ll be more willing to do business with you when they re ready to make a purchasing decision Your content should attract the right people to your site convert those people into leads and nurture and help close them into customers But it doesn't stop there your content should always delight your customers turning them into promoters of your brand In a nutshell content marketing is really just the art of communicating with your prospects and customers without having to sell to them What You ll Learn in This Workbook he activities and readings in this workbook will help you fine tune and grow your content marketing capabilities Apply what you learned to your business If you need help feel free to send an email at paulaisworkingnow gmail com Lastly follow or like my page on facebook https www facebook com digitalstreetagency and feel free to ask questions. Let me help you as you work through your content marketing transformation Please keep this workbook once accomplished This way your progress will be saved correctly as you complete each section About the Author Paula was a Digital Content Producer and Lead Content Specialist and Strategist for SAYS Malaysia a sister company of Mashable SEA and Stripe Reputation and Scenic Figure owned by Edelman Digital's former Senior VP Craig Kronenberger and local news companies here in the Philippines GMA and ABS CBN Presently she is the resident Digital Content and Digital Marketing Trainer and Data Analyst for predictive descriptive and prescriptive analysis of Star News Group a 100 year old news producer in Melbourne Australia She is the manager of the Digital Marketing Agency Star Media Platform in Melbourne and the main trainer for Target Social a digital consulting company in Australia that trains Journalists the best practices for digital from Content Marketing to SEO She published two books under Digital Street Academy particularly the Social Media 101 Workbook A Beginner's Workbook to Applying Social Media to Your

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