



Marketing To The Affluent

Dan S. Kennedy



Marketing To The Affluent:

Marketing to the Affluent Thomas J. Stanley, 1988 The classic in identifying understanding and targeting wealthy people Marketing to the Affluent reveals true demographics psychographics and buying and patronage habits of the wealthy and presents the selling techniques of some of the nation's top sales and marketing professionals Copyright Libri GmbH All rights reserved No B.S. Marketing to the Affluent Dan S. Kennedy, 2015-03-16 SELL TO THOSE WHO SPEND Market to the Affluent THE SCARY TRUTH The middle class consumer population and their buying power is massively shrinking Customers are buying less and in fewer categories THE SILVER LINING It takes no more work to attract customers from the explosively growing Mass Affluent Affluent and Ultra Affluent populations eager to pay premium prices in return for exceptional expertise service and experiences Millionaire maker Dan S Kennedy joined by branding experts Nick Nanton J W Dicks and team show you how to re position your business practice or sales career to attract customers or clients for whom price is NOT a determining factor Learn how to sell to those who will always be spending Practical Strategies Revealed Ritz Carlton Disney Harrah's Entertainment Dove AARP Dr Oz Starbucks Williams Sonoma DeBeers the health and wellness industry and many other fascinating and diverse true life examples E Factors 10 surprising Emotional Buy Triggers the affluent find irresistible Stop Selling Products and Services Learn how selling aspirations and emotional fulfillment is more profitable StorySelling Learn how to scale the affluents sales wall Million Dollar Marketing System Step by step blueprint comparable to those developed for six figure clients ready for do it yourself use **No B.S. Marketing to the Affluent** Dan S. Kennedy, Martin J. Fischer, 2025-09-02 Millionaire maker Dan S Kennedy and Martin J Fischer reveal the unsettling truth the middle class consumer population and their buying power is rapidly diminishing leading to reduced spending However amidst this challenging landscape lies a compelling opportunity Kennedy and Fischer unveil that it takes no more effort to attract customers from the explosively growing Mass Affluent Affluent and Ultra Affluent populations who are willing to pay premium prices for exceptional expertise service and experiences In this updated 4th edition Kennedy and Fischer provide a comprehensive guide on how to reposition your business practice or sales career to appeal to these affluent customers for whom price is not a determining factor Discover how to Use 10 surprising emotional buy triggers the affluent find irresistible Stop selling products and services and learn how selling aspirations and emotional fulfillment is more profitable Use Kennedy's Million Dollar Marketing System A step by step blueprint comparable to those developed for six figure clients ready for do it yourself use Apply the magic language of membership to any business for the affluent from pizza shops and medical practices to retail stores and pet hotels Drawing on practical strategies used by industry giants such as The Ritz Carlton Disney Harrah's Entertainment and Starbucks Kennedy and Fischer demonstrate how to sell to those who will always be spending No B.S. Marketing to the Affluent Dan S. Kennedy, 2015 An unprecedented 28 percent of the U S population patrons aged 40 and older with discretionary income of 50 000 or more are coming into their peak earning and spending

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the who where and how of the affluent market J Arthur Urciuoli former chairman at Merrill Lynch In the bestselling classic The Millionaire Next Door Dr Thomas J Stanley showed his readers where to look for the wealthy In Selling to the Affluent he shows us how to persuade them This book provides an insightful roadmap of the motivations and purchasing patterns of the affluent and delivers a strategy for salespeople to leverage that information to the best advantage This book outlines all phases of the sales process from approaching wealthy prospects to pinpointing their wants and needs frequently different from those of less affluent markets and selling both tangible and intangible products It profiles several key demographics within the wealthy subset including business owners men and women and the retired It s the most detailed and inclusive manual on the market for selling to the wealthy Dr Stanley s strategies consider the real needs of the high income professionals needs that go beyond any product or service These needs are psychological and revolve around the recognition of the individual s extraordinary level of achievements He provides some terrific insights as to how to solicit and maintain business by unconventional but highly effective means Carolyn J Cole chairman and founder of The Cole Group and The Institute of Economics and Finance Selling to the Affluent is well written relevant and exciting it presents an important complementary extension to Marketing to the Affluent William D Danko PhD coauthor of The Millionaire Next Door

The Art of Selling to the Affluent Matt Oechsli, 2014-01-10 Attract and retain affluent customers and clients Much has changed since the original The Art of Selling to the Affluent was published The financial crisis has affected the affluent as well as the less affluent This book brings you up to date with today s affluent and helps every salesperson understand what adjustments need to be made in order to successfully attract service and retain lifelong affluent customers and clients Completely updated and revised it is based on The Oechsli Institute s latest 2013 comprehensive research Explains how the financial crisis elevated the level of anxiety and how this has affected major purchase decisions Offers step by step guidance on how to navigate the process of overcoming social self consciousness during the sales process Author Matt Oechsli is one of the leading authorities regarding marketing selling servicing and developing loyalty with affluent clients and one of the most sought after speakers in the financial services industry The Art of Selling to the Affluent 2nd Edition offers a detailed landscape of today s affluent Put yourself ahead of the competition by knowing how the Great Recession has affected purchasing behavior and where the opportunities are moving forward

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