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complete and total jerk In this fast paced parable readers go along with John's ride as he works with his long time consultant to first identify what needs to be done and then put together plans with the right team doing the right things In *The Sale Ready Company* business owners find solutions that appear to be hard but are really easy Join John on his journey as he finds out how to get his business sale ready and what that'll mean for his future [Podcast Prospecting](#) Steve Gordon,2020-02-03 Do you ever feel that attracting great clients is hard Do you find that you rarely have time for business development because of all the demands of your existing clients Do you find yourself losing touch with potential clients because you just aren't sure how to follow up or it just slips your mind If you're ready to escape the feast or famine Revenue Rollercoaster this book gives you the path to freedom Finally discover a method for attracting highly qualified clients building your pipeline and keeping it full and staying top of mind with every potential client existing client and center of influence without ever being annoying so that when they're ready to buy or have the opportunity to refer you you're the only one they think of And do it all in just a few hours a month without schlepping across town to even one more charity committee meeting chamber mixer or networking breakfast [Raving Referrals](#) Brandon Barnum,2021-09-28 *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 **Endless Referrals** Bob Burg,1998 Bestselling author Bob Burg's winning strategies have helped thousands of professionals and entrepreneurs to successfully network Updated with all new information this book contains diverse business opportunities including the essential rules of networking etiquette **Endless Referrals** Bob Burg,2000 *The Referral Engine* John Jantsch,2010-05-13 The small business guru behind Duct Tape Marketing shares his most valuable lesson how to get your customers to do your best marketing for you The power of glitzy advertising and elaborate marketing campaigns is on the wane word of mouth referrals are what drive business today People trust the recommendation of a friend family member colleague or even stranger with similar tastes over anything thrust at them by a faceless company Most business owners

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