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Raffaela Di Napoli



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The Weekly Planner For Sales Reps And Small Business Owners Lanette Zavala, 2015-12-05 The Weekly Planner For Sales Reps And Small Business Owners can be used for any calendar year This planner offers the following Weekly practical business insights including brief relevant tips like business proposal writing and communicating A calendar plan layout Bookkeeping charts for weekly budgets spending registers and monthly payables Two sample business proposals When a busy schedule requires organization with at glance financial planning a daily planner should offer the charts that will enable thoroughly written details The Weekly Planner For Sales Reps And Small Business Owners serves its purpose Marketing Plans In A Week Ros Jay, John Sealey, 2012-07-06 Marketing planning just got easier Nothing can bring a business greater rewards than getting its marketing right If you have formed a company it is vital to market your products or services and to make consumers aware of your business It doesn't matter how good your products or services are if your marketplace doesn't understand what it is you do why that is going to be of value to them and why they should buy from you and not the competition Well thought out marketing approaches attached to a good marketing plan can be the key to your success Great marketing will grab people's attention bringing you more customers more sales and more profits The way you market your company's brand products and services can mean the difference between you or your competitor getting the sale Having a good marketing plan in place and enabled will not only unlock huge potential for your business but also help you run your enterprise more smoothly and effectively This book will give you the information and skills you need to develop a sound marketing plan In a week you will learn how to draw up the kind of plan that not only will impress the bank but can be used as your guide to delivering market awareness and to attracting winning and keeping sales opportunities Whether you choose to read it in a week or in a single sitting this is your fastest route to success Sunday What is a marketing plan Monday Asking questions Tuesday Researching the answers Wednesday The objectives Thursday Converting objects into action plans Friday Putting the plan together Saturday Using the marketing plan Small Business Marketing In A Week John Sealey, 2013-04-26 Marketing your small business just got easier It's been said that the most important area for any business to focus on is its marketing Of course there are areas like finance customer service and the product or service itself which are key but without good marketing approaches there's no revenue for your account systems to do their job there's no customer to serve and the product or service becomes redundant Most business owners are experts in what they do and so they should be What they also have to be good at is marketing what they do And if you feel there's more you could be doing on the marketing front then this book will give you those ideas As a small business owner you get involved in all aspects of your business and marketing is such a large field you can't be expected to learn everything you need in one day So to break down this behemoth of a topic we'll approach it a bite at a time You have in your hands a tool that will guide you through what's needed day by day over the period of a week That way you're not trying to eat the elephant all at once The

unpredictable nature of marketing your business will start to disappear as you move through the necessary steps needed to make your marketing efforts more effective than ever before Some of the ideas you may already be implementing while others may well be new to you Either way putting them together into a proven system will enable you and your business to thrive regardless of the economic climate you find yourself in You re about to learn in a week how you can have a marketing system that enables you to attract win and keep more customers and as a result build your sales and your profitability

Sunday Preparing the ground Monday Attracting the right type of customers Tuesday Keeping your customers longer Wednesday Increasing customer loyalty and purchasing frequency Thursday Increasing the value of your sales Friday Getting new clients and better clients faster Saturday Measuring and managing your marketing activities

Normalize Great Service - The 5-Week Plan Cristina Dragan,2024-05-14 Normalize Great Service The 5 Week Plan is a detailed practical guide inspired by 5 hospitality best practices for entrepreneurs and small business owners to better serve their employees and customers It leads with the vision that great quality service should be normalized making it possible to have attentive and professional interactions across all customer facing businesses regardless of their scale and level of luxury or simplicity Along with a structured and practical approach to change allocating the necessary importance to the follow up steps as well reinforcement and celebration the guide includes Self audits to assess the current state of your employee engagement or customer satisfaction A Facilitator Guide to help you streamline the training A Participant Workbook to serve as the foundation for your team members training An abundance of examples to inspire you based on a practical study case Useful exercises and templates to support your team s efforts So Take What You Need and Join the Movement to Normalize Great Service If you are a small business owner in the customer facing service industry a servicepreneur then you are the leader everything will reflect your actions and decisions So TAKE WHAT YOU and your team NEED to exceed those expectations Appreciate and celebrate more listen to the emotional and physical voice of your employees to better care for them and listen to the needs and wishes of your customers to guide your service If you are a freelancer or a solopreneur you are a one wo man show being at the same time the business the employee the brand and the values TAKE WHAT YOU NEED to shape your skills and create experiences rather than provide services Answer that call write that email connect in that meeting and deliver that project at its best level Select the gestures words tools and mentalities that add value to your work If you are a service professional I admire your dedication to self development TAKE WHAT YOU NEED to upgrade your many talents become even more valuable on the market and declare yourself an experienced curator because that s what you are If you are a customer and all of us are customers daily respect yourself by not accepting service below expectations and appreciate the service employees continuous effort to create experiences TAKE WHAT YOU NEED know what you deserve and don t settle for less

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