

INTERNET MARKETING for SMALL BUSINESS

WINNING the BATTLE for ATTENTION



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Winning The Battle For Attention Internet Marketing For Small Business

Mohit Rajhans



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Rethinking Your Content Mohit Rajhans, We are having a content crisis Our attention isn't the same anymore and we the content people have to rethink our approach We've spent over a decade feeding these massive companies with content and it's more important than ever to own your content footprint This book was written prior to the boom in AI and the Social Media Shift we are seeing anticipating the need for people to reclaim the content that they own without losing it to the digital abyss My goal with this book is to bring new life ideas and synergies to people who've wanted to get back to understanding the value of content in their organization vertical or for their brand What soon became clear to me after March 2020 was that it will never be the content that we create that is actually king it will always be the connection Platforms trends channels apps services and groups will always evolve into many forms but your hard value will be your only factor that you can control I've worked in content from beta tape to cloud AI Strategy from Big brands to local brands and the only thing I see consistently is a plea for a content strategy solution I've struggled with the idea of content strategy for a while I find it to be an umbrella term for multiple inputs which leaves a lot of unaccountability Content doesn't live and die on social platforms and in marketing campaigns it is often a purpose driven initiative that we've lost sight of simply because we often don't take the time to evaluate what our multiple KPIs are It's time for the worlds of creators brand managers and producers to stop to consider where the real value is coming from Content doesn't live and die on social platforms and in marketing campaigns it is often a purpose driven initiative that we've lost sight of simply because we often don't take the time to evaluate what our multiple KPIs are It's time for the worlds of creators brand managers and producers to stop to consider where the real value is coming from Let's start to Rethink this

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strategy This book analyzes the essential techniques and platforms of digital marketing including social media content marketing SEO user experience personalization display advertising and CRM as well as the broader aspects of implementation including planning integration with overall company aims and presenting to decision makers Simon Kingsnorth brings digital marketing strategy to life through best practice case studies illustrations checklists and summaries to give you insightful and practical guidance Rather than presenting a restrictive one size fits all model this book gives you the tools to tailor make your own strategy according to your unique business needs and demonstrates how an integrated and holistic approach to marketing leads to greater success Digital Marketing Strategy is also supported by a wealth of online resources including budget and strategy templates lecture slides and a bonus chapter **Digital Marketing Expert**

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Principles of Internet Marketing Ward A. Hanson,2000 This textbook shows what makes the Internet new and different the techniques that work and those which don t and how the Internet is creating value for customers and profits for

companies *F&S Index United States Annual* ,1999 **Crafting and Executing Strategy** Arthur A. Thompson,Alonzo J. Strickland,2001 Network World ,1997-04-28 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce

The Director ,2000-08 **Small Business and Entrepreneurship** Paul Daniel Berman,1997 For one semester Small Business and Entrepreneurship courses at both community colleges and universities This book takes a pragmatic non threatening positive approach to the prospect of small business ventures The reader is led through each aspect of starting a small business culminating in the preparation of a business plan for a proposed small business venture Research & Education Networking ,1998 The Wall Street Journal ,2007 **The Brewer's Digest** ,1995 *Business 2.0* ,2000-07

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