

From the Authors of the *New York Times* Bestseller *Call to Action*



# Waiting for Your Cat to Bark?

**Persuading Customers  
When They  
Ignore Marketing**

**BRYAN & JEFFREY EISENBERG**

*with Lisa T. Davis*

Foreword by Murray Gaylord, VP of Brand Marketing, Yahoo!

# Waiting For Your Cat To Bark

**Rebecca Lieb**



## **Waiting For Your Cat To Bark:**

*Waiting for Your Cat to Bark?* Bryan Eisenberg, Jeffrey Eisenberg, 2007-09-09 Evolving from the premise that customers have always behaved more like cats than Pavlov's dogs *Waiting for Your Cat to Bark* examines how emerging media have undermined the effectiveness of prevailing mass marketing models At the same time emerging media have created an unprecedented opportunity for businesses to redefine how they communicate with customers by leveraging the power of increasingly interconnected media channels Bryan and Jeffrey Eisenberg don't simply explain this shift in paradigm *Waiting for Your Cat to Bark* introduces Persuasion Architecture as the synthetic model that provides business with a proven context for rethinking customers and retooling marketers in a rewired market Readers will learn Why many marketers are unprepared for today's increasingly fragmented in control always on audience that makes pin point relevance mandatory How interactivity has changed the nature of marketing by extending its reach into the world of sales design merchandizing and customer relations How Persuasion Architecture allows businesses to create powerful multi channel persuasive systems that anticipate customer needs How Persuasion Architecture allows businesses to measure and optimize the return on investment for every discreet piece of that persuasive system There's some big thinking going on here thinking you will need if you want to take your work to the next level Typical not average is just one of the ideas inside that will change the way you think about marketing Seth Godin Author *All Marketers Are Liars* Are your clients coming to you armed with more product information than you or your sales team know You need to read *Waiting for Your Cat to Bark* to learn how people are buying in the post Internet age so you can learn how to sell to them Tom Hopkins Master Sales Trainer and Author *How to Master the Art of Selling* These guys really get it In a world of know it all marketing hypesters these guys realize that it takes work to persuade people who aren't listening They've connected a lot of the pieces that we all already know plus a lot that we don't It's a rare approach that recognizes that the customer is in charge and must be encouraged and engaged on his/her own terms not the sellers *Waiting for Your Cat to Bark* takes apart the persuasion process breaks down the steps and gives practical ways to tailor your approaches to your varying real customers in the real world This book is at a high level that marketers better hope their competitors will be too lazy to implement George Silverman Author *The Secrets of Word of Mouth Marketing* How to Trigger Exponential Sales Through Runaway Word of Mouth We often hear that the current marketing model is broken meaning the changes in customers media distribution and even the flatness of the world make current practices no longer relevant Yet few have offered a solution This book recognizes the new reality in which we operate and provides a path for moving forward The authors do an outstanding job of using metaphors to help make Persuasion Architecture clear and real life examples to make it come alive Finally someone has offered direction for how to market in this new era where the customer is in control David J Reibstein William Stewart Woodside Professor Wharton Business School of the University of Pennsylvania and former Executive Director Marketing Science Institute If you want to learn

persistence get a cat If you want to learn marketing get this book It s purrfect Jeffrey Gitomer Author The Little Red Book of Selling     **Waiting for Your Cat to Bark?** Bryan Eisenberg,2008-01-01 Introduces Persuasion Architecture PA as the synthetic model that provides bus with a proven context for rethinking customers How interactivity has changed the nature of marketing by extending its reach into the world of sales design merchandizing How PA allows bus to create powerful multi channel persuasive systems that anticipate customer needs How PA allows bus to measure optimize the return on investment for every discreet piece of that persuasive system Includes 80 minute video seminar CD     **App Savvy** Ken

Yarmosh,2010-08-31 How can you make your iPad or iPhone app stand out in the highly competitive App Store While many books simply explore the technical aspects of iPad and iPhone app design and development App Savvy also focuses on the business product and marketing elements critical to pursuing completing and selling your app the ingredients for turning a great idea into a genuinely successful product Whether you re a designer developer entrepreneur or just someone with a unique idea App Savvy explains every step in the process with guidelines for planning a solid concept engaging customers early and often developing your app and launching it with a bang Author Ken Yarmosh details a proven process for developing successful apps and presents numerous interviews with the App Store s most prominent publishers Learn about the App Store and how Apple s mobile devices function Follow guidelines for vetting and researching app ideas Validate your ideas with customers and create an app they ll be passionate about Assemble your development team understand costs and establish a workable process Build your marketing plan while you develop your application Test your working app extensively before submitting it to the App Store Assess your app s performance and keep potential buyers engaged and enthusiastic

**Call to Action** Bryan Eisenberg,Jeffrey Eisenberg,2006-10-29 Call to Action includes the information businesses need to know to achieve dramatic results from online efforts Are you planning for top performance Are you accurately evaluating that performance Are you setting the best benchmarks for measuring success How well are you communicating your value proposition Are you structured for change Can you achieve the momentum you need to get the results you want If you have the desire and commitment to create phenomenal online results then this book is your call to action Within these pages New York Times best selling authors Bryan and Jeffrey Eisenberg walk you through the five phases that comprise web site development from the critical planning phase through developing structure momentum and communication to articulating value Along the way they offer advice and practical applications culled from their years of experience in the trenches     *Out Front with Stephen Abram* Stephen Abram,2007-01-15 Stephen Abram has the knack for seeing and expressing the obvious long before most people become aware of the issue With bibliography of Abram s works and recommended reading list this volume gives perspective on the future of the library profession challenges preconceptions and helps librarians stay ahead of the learning curve     **Riches in Niches** Susan A. Friedmann,2007-01-01 In Riches in Niches How to Make It BIG in a Small Market Susan explores the multiple factors that separate the experts from the service professionals who may have identicalif

not better skills but whom no one has ever heard of Always Be Testing Bryan Eisenberg, John Quarto-vonTivadar, 2009-12-30 Stop guessing start testing and enjoy greater success with your website If you're looking for more leads sales and profit from your website then look no further than this expert guide to Google's free A/B and multivariate website testing tool Google Website Optimizer Recognized online marketing guru and New York Times bestselling author Bryan Eisenberg and his chief scientist John Quarto vonTivadar show you how to test and tune your site to get more visitors to contact you buy from you subscribe to your services or take profitable actions on your site This practical and easy to follow reference will help you Develop a testing framework to meet your goals and objectives Improve your website and move more of your customers to action Select and categorize your products and services with a customer-centric view Optimize your landing pages and create copy that sells Choose the best test for a given application Reap the fullest benefits from your testing experience Increase conversions with over 250 testing ideas Take the guesswork out of your online marketing efforts Let Always Be Testing The Complete Guide to Google Website Optimizer show you why you should test how to test and what to test on your site and ultimately help you discover what is best for your site and your bottom line

*Podcasting for Profit* Leesa Barnes, 2008 Provides a plan for using the fast growing world of video and audio podcasting to promote a business and turn a profit Digital Marketing Excellence Dave Chaffey, PR Smith, 2022-07-22 Now in its sixth edition the hugely popular Digital Marketing Excellence is a practical guide to creating and executing integrated digital marketing plans combining established approaches to marketing planning with the creative use of new digital models and digital tools Written by two highly experienced digital marketing consultants the book shows you how to Draw up an outline integrated digital marketing plan Evaluate and apply digital marketing principles and models Integrate online and offline communications Implement customer-driven digital marketing as part of digital transformation Reduce costly trial and error Measure and enhance your digital marketing Learn best practices for reaching and engaging your audiences using the key digital marketing platforms This new edition has been streamlined to seamlessly integrate the latest developments in digital analytics ethics and privacy Predictive Analytics Machine Learning and Artificial Intelligence Including new international case studies and up to date examples throughout this book cuts through the jargon to show marketers how to leverage data and digital technologies to their advantage Offering a highly structured and accessible guide to a critical and far-reaching subject Digital Marketing Excellence 6th edition provides a vital reference point for all digital marketing students and managers involved in digital marketing strategy and implementation Online resources have been fully updated for the new edition and include a new set of PowerPoint slides and a full test bank of questions and exercises Advanced Web Metrics with Google Analytics Brian Clifton, 2012-03-30 This book is intended for use by customers using Google Classic Analytics and does not cover the newer Google Universal Analytics or related Google Tag Manager Google Analytics is the free tool used by millions of web site owners to assess the effectiveness of their efforts Its revised interface and new features will offer even

more ways to increase the value of your web site and this book will teach you how to use each one to best advantage Featuring new content based on reader and client requests the book helps you implement new methods and concepts track social and mobile visitors use the new multichannel funnel reporting features understand which filters to use and much more Gets you up and running with all the new tools in the revamped Google Analytics and includes content requested by readers and users especially for new GA users Covers social media analytics features advanced segmentation displays multi dashboard configurations and using Top 20 reports Provides a detailed best practices implementation guide covering advanced topics such as how to set up GA to track dynamic web pages banners outgoing links and contact forms Includes case studies and demonstrates how to optimize pay per click accounts integrate AdSense work with new reports and reporting tools use ad version testing and more Make your web site a more effective business tool with the detailed information and advice about Google Analytics in Advanced Web Metrics with Google Analytics 3rd Edition     **The**

**Complete Social Media Community Manager's Guide** Marty Weintraub, Lauren Litwinka, 2013-01-04 A unique approach to today's hottest new job in social media Today's social community managers use social media platforms and act as brand evangelists and community advocates From creating viral content to crisis communication to leveraging community content social managers manage online social communities and deal with what comes Luckily *The Complete Social Media Community Manager's Guide Essential Tools and Tactics for Business Success* is the perfect resource for how to do this increasingly high profile and crucial job The book features proven tactics and techniques for effective management and includes more than 40 field tested tools and templates If you're a social community manager learn how to grow a community and achieve the results you need Topics include a detailed guide to today's social media platforms how to organize and successfully share content using metrics and reporting and more Helps social media community managers develop cultivate and convert their social media communities Does a deep dive into today's crucial social media platforms Provides a complete toolkit of over 40 field tested tools and templates on everything from how to craft a plan to developing an editorial calendar tracking results and more Explains how you can organize and successfully share content among your target community and how to leverage that content to further amplify your message *The Complete Social Media Community Manager's Guide Essential Tools and Tactics for Business Success* is a must have resource for one of the hottest new careers in today's social world     *Liminal Thinking*

Dave Gray, 2016-09-14 Why do some people succeed at change while others fail It's the way they think *Liminal thinking* is a way to create change by understanding shaping and reframing beliefs What beliefs are stopping you right now You have a choice You can create the world you want to live in or live in a world created by others If you are ready to start making changes read this book     *Radically Transparent* Andy Beal, Judy Strauss, 2009-08-14 The explosion of social media blogs social networking sites and video sharing sites has ushered in a new era of digital transparency that puts the power to enhance or destroy a reputation in the hands of the consumer This timely and practical book shows you how to harness the

power of social media with crucial proven tactics and strategies for every phase of online reputation management Using step by step instruction and tested techniques the expert authors unveil a detailed blueprint for building managing monitoring and repairing your reputation

**Building a Digital Analytics Organization** Judah Phillips, 2013 Drive maximum business value from digital analytics web analytics site analytics and business intelligence In Building a Digital Analytics Organization pioneering expert Judah Phillips thoroughly explains digital analytics to business practitioners and presents best practices for using it to reduce costs and increase profitable revenue throughout the business Phillips covers everything from making the business case through defining and executing strategy and shows how to successfully integrate analytical processes technology and people in all aspects of operations This unbiased and product independent guide is replete with examples many based on the author's own extensive experience Coverage includes key concepts focusing initiatives and strategy on business value not technology building an effective analytics organization choosing the right tools and understanding their limitations creating processes and managing data analyzing paid owned and earned digital media performing competitive and qualitative analyses optimizing and testing sites implementing integrated multichannel digital analytics targeting consumers automating marketing processes and preparing for the revolutionary analytical economy For all business practitioners interested in analytics and business intelligence in all areas of the organization

**Search Engine Optimization (SEO)** Jennifer Grappone, Gradiva Couzin, 2010-12-22 The third edition of the bestselling guide to do it yourself SEO Getting seen on the first page of search engine result pages is crucial for businesses and online marketers Search engine optimization helps improve Web site rankings and it is often complex and confusing This task based hands on guide covers the concepts and trends and then lays out a day by day strategy for developing managing and measuring a successful SEO plan With tools you can download and case histories to illustrate key points it's the perfect solution for busy marketers business owners and others whose jobs include improving Web site traffic A successful SEO plan is vital to any business with an online presence This book provides strategies for setting goals and gaining corporate support developing and implementing a plan and monitoring trends and results Offers hints tips and techniques for everyone from one person shops to Fortune 500 companies Companion Web site includes downloadable tracking spreadsheets keyword list templates templates for checking rank and site indexes and a calendar with daily SEO tasks that you can import into your own calendar system Fully updated and expanded Search Engine Optimization An Hour a Day Third Edition will help you raise your visibility on the Web

**Content Marketing** Rebecca Lieb, 2012 If you have a website a blog or even a Facebook or Twitter presence you are a publisher Think like one build a digital content strategy that embraces words images and multimedia to systematically enhance consumer engagement and conversion rates Lieb guides you through planning what you'll say online how and where you'll say it how often you'll communicate and how you'll measure your effectiveness She offers practical guidance for listening to conversations about your brand products and services responding more effectively and effectively

informing those conversations You ll learn how to use your digital content strategy to shape marketing branding PR SEO customer and media relations blog content social media initiatives and your website bron www managementboek nl **Cult of Analytics** Steve Jackson,2015-12-22 Cult of Analytics enables professionals to build an analytics driven culture into their business or organization Marketers will learn how to turn tried and tested tactics into an actionable plan to change their culture to one that uses web analytics on a day to day basis Through use of the fictitious ACME PLC case Steve Jackson provides working examples based on real life situations from the various companies he has worked with such as Nokia KONE Rovio Amazon Expert IKEA Vodafone and EMC These examples will give the reader practical techniques for their own business regardless of size or situation making Cult of Analytics a must have for any would be digital marketer This new edition has been thoroughly updated now including examples out of how to get the best from Google analytics as well as ways to use social media data big data tag management and advanced persona segmentation to drive real value in your organisation It s also been expanded to include exercises and new cases for students and tutors using the book as a text

**Web Analytics** Avinash Kaushik,2007-07-30 Written by an in the trenches practitioner this step by step guide shows you how to implement a successful Web analytics strategy Web analytics expert Avinash Kaushik in his thought provoking style debunks leading myths and leads you on a path to gaining actionable insights from your analytics efforts Discover how to move beyond clickstream analysis why qualitative data should be your focus and more insights and techniques that will help you develop a customer centric mindset without sacrificing your company s bottom line Note CD ROM DVD and other supplementary materials are not included as part of eBook file *The CMO's Periodic Table* Drew Neisser,2015-11-17 Imagine how much you would learn if you could converse with 64 of the brightest minds in marketing Now imagine if those conversations were focused on all the essential elements that go into being a top notch chief marketing officer and organized into seven logical intuitive categories Now you can stop imagining and start reading The CMO s Periodic Table an essential resource for the modern marketer Over the last five years thanks in large part to his friends at The CMO Club author Drew Neisser has interviewed over 100 marketing leaders at prominent companies such as American Express Audi Belkin Black Duck Software Converse College Humor D B Dow and many more These interviews 64 of which are highlighted in this book reflect the fundamental diversity of challenges and subsequent solution sets deployed by each Though these interviews don t yield a magic formula they offer something a bit more profound and definitely more fundamental a compendium of elements that every marketer has or will need to examine in the very near future Organized into a CMO worthy periodic table modeled on the classic organization of the chemical elements the chapters progress from basic challenges like research and strategy to internal issues like culture change and managing up to advanced highly volatile subjects like risk taking and changing agencies [The Truth About Search Engine Optimization](#) Rebecca Lieb,2009-02-13 In this book leading search optimization expert Rebecca Lieb brings together more than 50 absolutely crucial facts and insights decision makers must know to drive

more web traffic through better search engine placement The Truth About Search Engine Optimization doesn't deliver abstract theory it delivers quick bite size just the facts information and plain English explanations that executives decision makers and even small business owners can actually use no matter what kind of sites you're running or what your goals are You will learn how to set realistic goals for search optimization attract qualified traffic not just any site visitors incorporate search engine optimization into both new sites and redesigns write for users implement search friendly content management avoid problems with rich content technologies such as Flash and AJAX create metatags that actually work use public relations blogging and other techniques to drive traffic budget and manage search optimization projects and much more This book reveals 51 PROVEN SEARCH ENGINE OPTIMIZATION TECHNIQUES and bite size easy to use advice that gets results including The truth about page rankings The truth about best SEO practices and SEO no no's The truth about link love keywords and tags

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