

Guerrilla Marketing Easy And Inexpensive Strategies For Making Big Profits From Your Small Business Jay Conrad Levinson

After two decades of research on founders, a best-selling book on the subject, and experience teaching and mentoring thousands of students in this field, Noam Wasserman is a prominent authority on startups. Hearing from countless readers and students that his insights helped them with important life decisions, beyond the incubator and boardroom, Wasserman brings us a new book that applies to everyday life his research on the methods of successful startup founders. Like entrepreneurs, we all deal with uncertainty, tough decision-making, and necessary problem-solving. Whether we freelance or work for large organizations, whether we're married or single, have kids or not, we must be able to think on our feet, assess risks and opportunities, and recruit others to help us navigate them. This book offers important advice for envisioning change in our lives—from contemplating the next step in a relationship to making a radical career move—and managing changes to which we've already committed. We can learn to recognize our own well-worn patterns and keep our tendencies and habits in check, recruit a personal taskforce—our own board of directors—to advise us, and plan ahead for growth. With his extensive database of entrepreneurship case studies—from Pandora to Twitter to Nike—complemented with data on 20,000 founders, Wasserman is able to go deeply into the entrepreneurial mindset and show us how startups provide specific lessons for crafting our most successful lives.

GUERRILLA NETWORKING Traditional networking is all about "meeting people. ; The success you reap in life, however, is directly correlated tonot how many people you meetbut rather, how many people want to meet you. Guerrilla Networking is all about becoming the type of person other people want to meet. Learn how from both guerrilla marketing legend, Jay Conrad Levinson, and guerrilla networking originator Monroe Mann. Jay and Monroe have flipped the typical networking mentality on its headbut theyve landed right side upand so can you, if you read this book. Youre in for a wild ride.Michael Port, author of Book Yourself Solid An incredibly simple, and yet, original concept. The idea behind guerrilla networking makes perfect and logical sense. I recommend this book to all members of my networking organization.Dr. Ivan=2 0Misner, founder of BNI and NY Times bestselling author of Masters of Networking Easy and Inexpensive Strategies for Making Big Profits from Your Small Business By Jay Conrad Levinson

Because the battle begins before a book even hits the shelves, an author needs every weapon to get ahead of the competition. Guerrilla Marketing for Writers is packed with proven insights and advice, it details 100 "Classified secrets" that will help autho

Offers practical guidelines for improving marketing style, and discusses the importance of persistence, precision, problem solving, research, timing, persuasion, and networking Internationally renowned marketing expert Jay Conrad Levinson and co-author Al Lautenslager offer a hands-on workbook in the famed Guerrilla Marketing series. Designed for use either as a stand-alone tool or as a supplement to Guerilla Marketing in 30 Days, this interactive workbook provides practical exercises that deliver a customized, action-oriented marketing plan. Easy to use, the workbook is completely page driven. Specific components of a marketing plan are produced upon completion of each exercise.

The book every small-business owner should own First published in 1983, Jay Levinson's Guerrilla Marketing has become a classic in the field of business, revolutionising marketing for small businesses all over the world and creating a new way to understand market share and how to gain it. In this completely updated and expanded fourth edition of Levinson's first Guerrilla Marketing book, his take-no-prisoners approach to finding clients is on full display, as he offers hundreds of marketing ideas that really work and a new roadmap for small-business success in the global marketplace. Filled with leading-edge strategies for marketing on the Internet, putting new technologies to work, targeting prospects, cultivating repeat and referral business, and managing in the age of telecommuting and freelance employees, among others, Guerrilla Marketing will be the entrepreneur's marketing bible for the twenty-first century.

The Father of Guerrilla Marketing, Jay Conrad Levinson delivers the first book to adapt the profit-producing principles of Guerrilla Marketing to the world of nonprofits. The nonprofit sector has increased by 65%--a flood of new organizations are vying for donations, competing for volunteers, and carving out their share of the marketplace. Joined by co-authors Frank Adkins and Chris Forbes, Levinson shows nonprofit marketers how to gain the competitive edge they need by replacing their lack of money with the power of time, energy, imagination, and information—allowing them to maximize their impact and raise more money! Armed with time-tested principles, 200 proven weapons of Guerrilla Marketing, and relevant tactics and tools, nonprofit marketers learn how to boost public awareness, increase effectiveness in recruiting volunteers, mobilize advocates, and raise more money—no matter the state of their finances. • Introduces the “seven golden rules” for fundraising success and recruiting volunteers • 200 proven weapons of Guerrilla Marketing customized for nonprofits • Covers publicity and social media tactics specific to the nonprofit community • Concepts are illustrated through real-world examples and comparison tables

At a time when millions of small businesses are flourishing, here is the optimum plan of attack for businesses that want to cash in on the high profits and low costs of guerrilla marketing.

Since the publication of this bestseller two years ago, the number of people who are connected to the Internet directly rather than through an online provider has exploded, which has had a dramatic impact on online commerce. Guerrilla Marketing Online, 2nd Edition, completely revised and updated, addresses this shift in user access, unveiling new marketing weapons and techniques for promoting business electronically.

Yes! You Can Escape Your Job---If You Win the 10 Battles Required to Go Out On Your Own! Yes, you can do this. You can quit your job, start a business, and never have to work for anybody else ever again. You can do this regardless of whether you feel confident or afraid, your age, your family situation, your education, where you live, and how much time and money you have. You don't have to tolerate a crummy job, lousy boss, long commute, tedious tasks, annoying co-workers, limited control over how you spend your day, no clear path to a promotion, worrying about the next round of layoffs, dealing with corporate scandals that have nothing to do with you, reporting to an executive team that you don't like or trust---You can leave all this behind! "Guerrilla Marketing Job Escape Plan" shows you how. It gives you practical, step-by-step advice about the ten battles you must fight to make the leap, and how to win them decisively, including: overcoming fear, finding the right idea for you, getting family to support you, picking the right strategy, starting your business up with minimal financial or personal risk, getting the first profitable customer, building momentum, and leaving your job without burning any bridges. In addition to step-by-step guidance, over 150 entrepreneurs---people who have successfully made the leap---share their wisdom and insights. Plus, the book includes an exclusive password for you to take the Job Escape Challenge, including additional FREE resources to start a successful business and quit your job forever. What are you waiting for? Start planning your escape right now!

This book will guide marketers into the world of positioning and selling products and services. The authors lead the reader step by step through the process of developing a marketing campaign. They offer

detailed descriptions of more than a hundred marketing tools from contests to affinity programs, from direct mail to billboard advertising. Anecdotes, graphics, and rules of thumb are also included. Hundreds of ideas for reaching and keeping the fastest-growing markets in the 90s, marketing during a recession, what consumers in the 90s care most about, how to use the technological explosion for bigger profits, and management lessons for the 21st century.

The latest strategies for job hunters revealed in this revised and updated edition This new Third Edition features the latest job-hunting strategies for the Information Age. You'll discover key techniques to reach hiring managers at the employers you want to work for most. New chapters integrate using social media and social networking tools like Facebook, Twitter, LinkedIn, and ZoomInfo in your job search, along with case studies from successful guerrilla job hunters that detail what works in today's hyper competitive job market with commentary from America's top recruiters. Present your skills in creative new ways that stand out in today's hyper-competitive job market Employ little-known search engine optimization tricks used by top headhunters Integrated web site updated bi-weekly to remain state-of-the-moment Part of the Guerrilla Marketing Series, the bestselling marketing book series The job search process has changed drastically in the past few years. Turn these changes to your advantage and make your search successful with Guerilla Marketing for Job Hunters 3.0.

TRAIN THE INTERNET TO SELL BOOKS FOR YOU Book marketing doesn't need to be an exhausting hamster wheel of promotion and publicity. Put your book sales on autopilot... so you can focus on writing your next bestseller. FAST AND EFFECTIVE BOOK MARKETING This book is a crash course on some of the more creative book marketing strategies I've discovered in my first year of publishing fiction. It will provide simple, actionable, measurable steps to publishing a high quality book quickly, doing only as much marketing as is necessary to launch your book like a rock star, and keep it selling enough to support you while you write another. I only mention the things I actually use, that I know work, and ignore options that don't get results. We'll discuss paid advertising, release strategies, pricing and pre-orders, book giveaways, how to target your audience, viral exposure and press coverage, marketing hacks, and how to reach your first \$1000 on Kindle. LAUNCH BIG EVEN IF YOU'RE STARTING SMALL Guerrilla is a style of warfare intended to surprise and harass enemies. It can also mean using unconventional and usually inexpensive means to generate interest or raise concern among the public. That's basically how I'll use it: book marketing strategies from the trenches to help you win the publishing war. However, instead of "surprise and harass" I will focus on "surprise and delight." First you need to show up and get in front of the right people. Then you need to surprise and delight them. You need to be remarkable enough to be noticed. Few authors are using these strategies (yet) so it's relatively easy to outrank your competition, get more visibility and reach new readers.

"Discover how to seize control of your career and create a loyal collector fan base that buys directly from you"--Page 1 of cover.

In detailed chapters that cover everything from developing an advertising strategy to designing effective ads and copy, Levinson delivers no-nonsense advice on how to maximize advertising effectiveness.

Guerrilla Advertising tells readers how to focus their audience, stay within budgets, polish layout and copy, and adapt tactics to appropriate media.

Shows how to promote a business on the Internet while applying proven marketing tactics, and explains how to use various software packages

Why a book on guerrilla deal-making? Because people envy those who are more powerful than they are. They want to bring the big dog down to their own level. If they succeed, they'll feel better about themselves. That's why Jay Conrad Levinson's guerrilla books have sold over 30 million copies--Jay doesn't just promise to empower small businessmen, he actually becomes the wind beneath their wings. It's a natural! Empowerment! How to get powerful people--big dogs--to do what you--the small guerrilla--want them to do! Your impossible dream--actually controlling big dogs--seems within your reach. (A lot better than just catching their attention.) So millions of people buy Jay's books. And when they're in serious negotiations with big dogs, they'll buy "Guerrilla Deal-Making"! On top of that, jealousy of big dogs is on the increase, simply because there are more of them to envy today than ever before. In 2010, 8.4 million households in the US had assets of \$1 million or more. That's 7-1/2 percent of the 112.6 million households. There are many other guerrilla vs. big dog situations, not just high-powered buying and selling. Readers will use the 100 very powerful tactics in "Guerrilla Deal-Making" when they deal with their boss, go to town hall meetings to talk to pompous politicians, deal with their home owners association, try to get their medical insurance company to reimburse them in full, and deal with uncaring bureaucrats at city hall.

Describes marketing techniques particularly effective for home-based businesses, emphasizing the importance of positioning, word-of-mouth advertising, direct mail, and customer service

Want to reach consumers in innovative ways? Guerilla Marketing For Dummies is packed with guerilla tactics and trade secrets for marketing your products or services like never before. From re-imagining existing marketing platforms to mastering trailblazing methods, you'll create a cost-effective game plan for getting your customers' attention and keeping it! This savvy, hands-on guide explains what guerilla marketing is, who does it, and why. You'll learn how it can take your brand to new heights as you start thinking like a guerilla, brainstorming, collaborating, and refining ideas for an exciting, non-traditional marketing program. The real fun starts when you build a winning team and take your message to the streets, executing attention-grabbing publicity stunts and creating unforgettable events. You'll find out when it pays to work with the big-gun guerilla-marketing firms and how to launch your own low-cost campaign. Discover how to: Reach customers wherever they are Develop a cohesive guerilla-marketing campaign Capitalize on the hottest trends Cut through the constant marketing clutter Make products and brands stand out Use buzz, viral, grassroots, and experiential marketing Write a great press release Create opportunities for partnership and tie-ins Find budget-friendly ways to go guerilla Build a powerful online presence Work with existing contacts, publicists, and the press You can enter the guerilla jungle and emerge with the lion's share of the sales! Let Guerilla Marketing For Dummies show you how.

Learn how to get your message heard above the onlinenoise The buying process is greatly changed. With the Internet, thebuyer is in charge. If your product is going to compete, you needto master 21st century lead generation, and this book shows youhow. It's packed with effective strategies for inbound and outboundmarketing tactics that will generate leads in today's market.You'll learn the basics of lead generation, inbound and outboundmarketing, lead nurturing, ways to track ROI, and how to scoreleads to know when one is "hot". Follow the steps to create yourown personalized lead generation plan and learn how to sidestepcommon pitfalls. Lead generation involves a strategy for generating consumerinterest and inquiry into your product as well as a process fornurturing those leads until each is ready to buy Techniques include content marketing through websites, blogs,social media, and SEO as well as outbound marketing strategies suchas e-mail, PPC ads, content syndication, direct mail, andevents This book explores the basics of lead generation, inbound andoutbound marketing, lead nurturing, tracking ROI on campaigns, leadscoring techniques, and ways to avoid many common pitfalls Provides steps you can follow to create your own personalizedlead generation plan Lead Generation For Dummies is the extra edge you need tocompete in today's technologically enhanced marketplace.

Bringing hard data to the way we think about entrepreneurial success, this bold call to action draws on the latest scientific evidence to dispel the most pervasive startup myths and light a path to entrepreneurship for those eclipsed by the hype.When you think of a successful entrepreneur, who comes to mind? Bill Gates? Mark Zuckerberg? Or maybe even Jesse Eisenberg, the man who played Zuckerberg in The Social Network? It may surprise you that most successful founders look very different from Zuckerberg or Gates. In fact, most startup origin stories are very different from the famous "unicorns" that have achieved valuations of over \$1 billion, from Facebook to Google to Uber. In The Unicorn's Shadow: Combating the Dangerous Myths that Hold Back Startups, Founders, and Investors,

Wharton School professor Ethan Mollick takes us to the forefront of an empirical revolution in entrepreneurship. New data and better research methods have overturned the conventional wisdom behind what a successful founder looks like, how they succeed, and how the startup ecosystem works. Among the issues he examines: Which founders are most likely to succeed? Where do the best startup ideas come from? What's the most foolproof way of securing the funding needed to take a company to the next level? Should your sales pitch really be something out of Hollywood? What's the best way to grow and scale your company and create a thriving culture that won't hinder expansion? Mollick argues that entrepreneurship is too important, both for society and for the individuals who start companies, to be eclipsed by the shadows of unicorns. He shows we can democratize entrepreneurship—but only by following an evidence-based approach that puts to rest the false narratives that surround it.

When *Guerrilla Marketing* was first published in 1983, Jay Levinson revolutionized marketing strategies for the small-business owner with his take-no-prisoners approach to finding clients. Based on hundreds of solid ideas that really work, Levinson's philosophy has given birth to a new way of learning about market share and how to gain it. In this completely updated and expanded fourth edition, Levinson offers a new arsenal of weaponry for small-business success including * strategies for marketing on the Internet (explaining when and precisely how to use it) * tips for using new technology, such as podcasting and automated marketing * programs for targeting prospects and cultivating repeat and referral business * management lessons in the age of telecommuting and freelance employees *Guerrilla Marketing* is the entrepreneur's marketing bible -- and the book every small-business owner should have on his or her shelf.

START BUILDING YOUR MILLION-DOLLAR COACHING BUSINESS TODAY! The coaching profession has experienced phenomenal growth over the past decade, and has become an accepted way for people and organizations to improve performance. In response to this demand, professionals from around the world are getting into coaching. Unfortunately, despite the growth of the coaching field, many coaches struggle to attract clients and charge what they are worth. It doesn't have to be this way! "*Guerrilla Marketing for Coaches*" provides a practical, step-by-step guide for coaches who want to fill their practice with desirable clients, and build a firm that generates wealth. Follow the six steps in this book--along with the many success stories from top coaches in the field--and you are on your way to having a million-dollar firm. You discover: The top ways to attract clients and fill your practice--without spending much, if any, money; The proven conversations to close deals and get hired; How to build a firm that generates wealth for you, and make money even if you are not working directly with clients. Join *Guerrilla Marketing* founder Jay Conrad Levinson and acclaimed coach trainer Andrew Neitlich as they guide you to true success in this booming profession.

Provides more than one hundred practical ideas, action plans, and implementation steps to help businesses identify unconventional social media opportunities to increase online presence, attract customers, and improve profits.

More than two decades and dozens of bestselling books have proven that guerrilla marketing is the number one low-cost method for marketing a business. If you're a business owner who wants to take advantage of its powerful, effective techniques but don't know where to start, the man who started it all teaches you just what to do. Jay Conrad Levinson, the father of guerrilla marketing, and Jeannie Levinson have teamed up to produce a beginner-oriented guide that shows business owners how to get started with guerrilla marketing. Presented with a generous supply of true-life stories from the Levinsons' rich experience, it breathes life into the hottest and most well-known school of marketing so that readers are able to compete with assurance and market profitably. Covering the whole spectrum of marketing it takes readers from neophytes to guerrillas in 288 pages. Action-packed chapters include: • The personality of a marketing guerrilla • Guerrilla marketing defined • Succeeding with a guerrilla marketing attack • Selecting guerrilla marketing weapons • Creating a seven-sentence guerrilla marketing plan • Making a guerrilla marketing calendar • Launching your attack • Maintaining your campaign This is the ideal volume for first-time marketers who want to use guerrilla marketing techniques to bring their business to the top.

The guru of the *Guerrilla Marketing* series, with over a million copies in print, teaches entrepreneurs how to market aggressively without spending one cent. Levinson, the authority on big-business marketing on a small-business budget, takes this concept one step further by offering scores of marketing ideas that are completely free. He proves that aggressive marketing doesn't have to be expensive if you use creative and unconventional means. * Hold a giveaway contest. You'll attract customers and acquire names for your mailing list. * Give free talks, consultations, and demonstrations. You'll establish yourself as an expert and publicize your business at the same time. * Post on websites, bulletin boards, and other online communities. They offer countless opportunities for spreading your business message. * Feed your clients. Sending cookies or offering free refreshments in your store can set you apart from the competition. Levinson offers dozens of other tips -- some straightforward, many surprising -- in a unique, indispensable guide that proves you don't have to pay top dollar to improve your bottom line. Identifies the fastest growing markets; discusses recession strategies, consumers, targeted prospects, and management; and furnishes sections on Internet marketing, the use of new technologies, and cultivating repeat business.

Triple your sales and quadruple your business in 90 days with joint venture partnerships.

A Blueprint for Great Marketing! In *Guerrilla Marketing in 30 Days*, co-authors Jay Conrad Levinson and Al Lautenslager take the best selling marketing series in history, *Guerrilla Marketing*, and boil it down into one dynamic package of the most up-to-date guerrilla tactics. Whether your goal is to develop a complete marketing plan or to focus on improving a specific component, this is the book for you. From competition and research to execution and expansion, you get 30 action plans via guerrilla marketing tips, methods, ideas and values—where the major ingredients are time, energy and imagination, not hard-earned profits. And on each and every day you'll have developed plans to improve and re-engineer a piece of your overall marketing blueprint to maximize profits and increase customers.

Put the best-selling marketing series of all time to work for you. It may well be the wisest investment you ever make. *Guerrilla Marketing for Direct Selling* is a proven system to explode your business growth.

2015 Susanne K. Langer Award for Outstanding Scholarship, Media Ecology Association 2013 Book of the Year, Visual Communication Division, National Communication Association Amidst the profound upheavals in technology, economics, and culture that mark the contemporary moment, marketing strategies have multiplied, as brand messages creep ever deeper into our private lives. In *Your Ad Here*, an engaging and timely new book, Michael Serazio investigates the rise of "guerrilla marketing" as a way of understanding increasingly covert and interactive flows of commercial persuasion. Digging through a decade of trade press coverage and interviewing dozens of agency CEOs, brand managers, and creative directors, Serazio illuminates a

diverse and fascinating set of campaign examples: from the America's Army video game to Pabst Blue Ribbon's "hipster hijack," from buzz agent bloggers and tweeters to The Dark Knight's "Why So Serious?" social labyrinth. Blending rigorous analysis with eye-opening reporting and lively prose, Your Ad Here reveals the changing ways that commercial culture is produced today. Serazio goes behind-the-scenes with symbolic creators to appreciate the professional logic informing their work, while giving readers a glimpse into this new breed of "hidden persuaders" optimized for 21st-century media content, social patterns, and digital platforms. Ultimately, this new form of marketing adds up to a subtle, sophisticated orchestration of consumer conduct and heralds a world of advertising that pretends to have nothing to sell.

Guerrilla Marketing's Greatest Hits—Updated, Adapted, Remastered... The only book to deliver The Best of Guerrilla Marketing—a combination of the latest secrets, strategies, tactics, and tools from more than 35 top-selling Guerrilla Marketing books—updated for a new generation. "When they write the history of marketing thought, Jay doesn't get a page... he gets his own chapter." —Seth Godin, author of *Poke the Box* "This book is the culmination of Guerrilla Marketing's huge footprint on the marketing landscape. Keep it on top of your desk—it will become your marketing bible." —Jill Lublin, international speaker and author, *Jilllublin.com* "For business survival in the 21st century, Guerrilla Marketing ranks right up there with food, water, shelter—and, of course, Internet access." —David Garfinkel, author of *Advertising Headlines That Make You Rich* "21 million entrepreneurs around the world, including me and most of my clients & friends, owe a debt of gratitude to Jay Conrad Levinson for his inspiring Guerrilla Marketing advice and mentoring." —Roger C. Parker, *www.PublishedandProfitable.com* "Guerrilla Marketing has always been about helping the 'little guy' market effectively and succeed against big-budget competitors. And now, in the new hyper-connected and hyper-competitive digital age, Guerrilla Marketing is again proving to be an essential key ingredient to help achieve business success." —Stuart Burkow, advisor on making money in business and advocate for free enterprise, *www.kingofprofits.com* "Jay Levinson wisely guided my partners and me as we built our company from zero to \$60 million in six years – and sold it! His brilliant marketing know-how played a huge role in our dramatic success." —Steve Savage, president, *Savage International* "Guerrilla Marketing is far more than a brand. It has joined Xerox and Kleenex as part of our language." —Orvel Ray Wilson, CSP, marketing coach, sales trainer and author "Jay's original Guerrilla Marketing validated all the marketing I'd been already doing, and opened my eyes to many new possibilities. Since that time, I've read many books in the series, and was thrilled to bring Guerrilla Marketing to the environmental world with *Guerrilla Marketing Goes Green*. Jay has proven over and over again that there's more to marketing than throwing a lot of money into ads, and that small businesses, nonprofits, and grassroots organizations can market effectively and inexpensively." —Shel Horowitz, award-winning author, speaker, consultant, green/ethical marketing expert "Guerrilla Marketing Reigns Supreme as THE Source for Most Affordable and Effective Marketing...Ever!" —David Fagan, owner, *The Icon Builder* "In the marketing jungle the Guerrilla is king!" —David Perry, *Perry-Martel International* "Guerrilla Marketing is the Guerrilla Cream that rises to the Guerrilla Top. Those that use it, have used it and will use it get the view from the Top!! This book is one more ticket to your trip to your Guerrilla Top." —Al Lautenslager, *www.marketforprofits.com* "Jay Conrad Levinson's Guerrilla Marketing series helped revolutionize marketing for the entrepreneurs who transformed small business into the powerful engine that drives economic growth in America. That his work keeps evolving but always stresses ethics, creativity, and technology with makes his achievement all the more valuable and remarkable." —Michael Larsen, literary agent, *Michael Larsen-Elizabeth Pomada Literary Agents* Contributions from 35 Guerrilla hits, including: *The Guerrilla Marketing Handbook* *Guerrilla Publicity* *Guerrilla Marketing in 30 Days* *Guerrilla Marketing for Writers* *Guerrilla Social Media Marketing* *Guerrilla Marketing on the Internet* *Guerrilla Networking* *Guerrilla Negotiating* *Guerrilla Selling* *Guerrilla Public Speaking* *Guerrilla Multilevel Marketing* *Guerrilla Profits* *Guerrilla Financing* *Guerrilla Business Secrets* *Guerrilla Breakthrough Strategies* *Guerrilla Retailing* *Guerrilla Rainmaking* *Guerrilla Marketing for Consultants* *Guerrilla Marketing Goes Green* *Guerrilla Marketing for Nonprofits*

Guerrilla Multilevel Marketing delivers 100 low cost marketing tactics for bringing in an endless stream of qualified prospects after your warm list is exhausted. It simplifies marketing so that anyone can get immediate results and teach others the system. It helps you gain and sustain momentum in your business. It builds confidence in yourself, your products and your opportunity. It teaches you how to get people to commit. It gives you more than 50 excuses for following up. It lets you focus on your strengths by choosing only tactics suited to you.

Guerrilla Marketing Easy and Inexpensive Strategies for Making Big Profits from Your Small Business Piatkus Books

Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client-buyers with a glut of information at their fingertips and doubts about the value consultants add. *Guerrilla Marketing for Consultants* is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients. Packed with information, this step-by-step guide details the 12 marketing secrets every consultant should know, the anatomy of a marketing plan, Web sites, sources of free publicity, direct-mail marketing, winning proposals, and more. Jay Conrad Levinson (San Rafael, CA) is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books, including the bestselling Guerrilla Marketing series. Michael W. McLaughlin (Mill Valley, CA) has been a partner with Deloitte Consulting since 1994.

Offers a six-step process for salespeople to operate effectively in a customer-oriented business climate and make a dramatic difference in their careers

Workbook containing various workshop activities and projects.

Identifies one hundred marketing "weapons" that minimize expenses and maximize profits for retailers, manufacturers, and the service industry

[Copyright: c382df9bcbc53272b805a5d7567d1b8a](http://www.c382df9bcbc53272b805a5d7567d1b8a)