



Magnet Marketing The Ultimate Strategy For Attracting And Holding Customers

John R. Graham



Magnet Marketing The Ultimate Strategy For Attracting And Holding Customers:

Magnet Marketing John R. Graham,1991-01-16 Offers a unique set of proven strategies that turn conventional marketing wisdom upside down Here is a complete program for turning any business into a concern that customers seek out on their own Shows that the role of marketing is to give people bold reasons for becoming customers and clients of their own accord through magnet marketing Argues against such inefficient techniques as cold calling and price slashing and instead proposes sound techniques for attracting the best clients and most profitable accounts and shows how to keep them once you've got them

Ecopreneuring Steven J. Bennett,1991-04-17 An ecopreneur can be anyone who wants to be successful at earning a living by solving environmental problems Focuses on small scale start ups and provides information on basic entrepreneuring including how to get the necessary training developing viable ecobusiness ideas funding an ecobusiness marketing and managing growth Also covered are specific ecobusiness opportunities in the fields of recycling and waste reduction techniques and providing products and services for the environmentally aware lifestyle

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