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For People Who Hate to Sell

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RICK CRANDALL, Ph.D.

Marketing Your Services For People Who Hate To Sell

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Marketing Your Services Rick Crandall, 2003 To many people marketing means personal selling or advertising imposing oneself on others and trying to get people to buy something they may not want In this guide to marketing and building relationships with customers to achieve success Rick Crandall debunks these myths **Celebrate Marketing** Rick Crandall, 1999-03-05 Marketing is far more than just advertising and sales In fact the most effective types of marketing often cost less not more Marketing is anything you do to get or keep a customer Celebrate Marketing has chapters by different experts giving you advice on how to market successfully Topics include developing your niche getting more referrals positioning targeting your audience internet marketing and more **1001 Ways to Market Your Services** Rick Crandall, 1998 Offers specific sales and marketing ideas for companies of all sizes and includes tips on using personal contacts brochures online marketing trade shows and newsletters to promote sales [How to Market Your Way to a Million Dollar Professional Service Practice](#) Bob Serling, 2006-05 This is a collection of four works by Bob Serling on how to build your Professional Service oriented business into a million dollar powerhouse Practical advice and sample marketing information are provided In addition purchasing this book entitles to reader to download four pre recorded QA sessions with the author **Power Up Your Profits** Troy Waugh, 2005-01-07 Expert guidance for CPAs who want to become marketing savvy improve profits and gain satisfaction This updated Second Edition demonstrates how combining the power of trust with the power of persuasion can help CPAs sell their services more effectively Each chapter develops a key concept of marketing or selling that s easy to follow and shows how to apply the concepts to any CPA practice Through a step by step approach to developing and mastering a stronger marketing and sales presence this book focuses on how to dramatically enhance the reader s growth potential It presents real world examples from top CPA rainmakers and other marketing and management gurus including Tom Peters This updated second edition offers interviews covering Sarbanes Oxley and the new accounting rules Troy Waugh CPA Nashville TN is founder President and CEO of The Rainmaker Academy a comprehensive three year leadership client service and practice development training program for CPAs [Marketing for People Not in Marketing](#) Rick Crandall, 1998 MARKETING FOR PEOPLE NOT IN MARKETING will help service providers non profits and non sales employees do a better job of building relationships with customers Sixty percent or more of a business s future income should come from current customers For many successful businesses this rate is over 90 percent **Cunningly Clever Marketing** Andrew Wood, 2009 **Cunningly Clever Selling** Andrew Wood, 2010 In these troubled times there is nothing more important to your business career and indeed survival than to make your sales effort astonishingly more effective than any of your competitors Read or listen to Cunningly Clever Selling and watch your sales performance soar These innovative strategies will turn an ordinary business into an extraordinary business and immunize you from recession [Getting Started in Private Practice](#) Chris E. Stout, Laurie C. Grand, 2010-06-10 All the tips and tools you need to build a successful mental

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