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Growth Strategies for Your Business

WAYNE LOVERN & ANNA LOVERN

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Wayne Lovern,Anna Lovern



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Navigating the Marketplace Wayne Lovern, Anna Lovern, 1998 Book one the competitive strategy book offers a number of defensive business models that can be adopted copied or modified to fit a particular business and solve competitive problems Book two contains fourteen strategies that guarantee increased sales and profits Each model contains a competitive strategy that will lessen the impact of a competitor's action by helping to target and highly satisfy one specific type of customer Shows how to increase sales and profits to make the business a success The Loverns show small business managers how to carve out a market position while limiting the effectiveness of competitors In detail they explain how a different mix of products services personnel skills and images can be used to trigger sales to five different types of customers They focus on building a solid business with loyal customers then introduce a multi step growth system to help managers find all their opportunities to increase sales and profits

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