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Growth Strategies for Your Business

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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 Lovern's 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 **American Book Publishing Record Cumulative 1998** R R Bowker Publishing, 1999-03

A Company Policy & Personnel Workbook Ardella Ramey, Carl R. J. Sniffen, 1999 This book will save many costly hours in creating or updating company policy manuals In layperson language this book explains the legal ramifications of employer employee relationships Further this easy to use manual simplifies the policy manual process by giving your pre written model policies and alternates from which to choose They can used verbatim or can be modified to address issues such as Arbitration of Employee Disputes Bereavement Leave Child Care Company Objectives Compensation Compliance with ADA Conflict of Interest Customer Service Dress Code Educational Assistance Emergency Closings Employee Benefits Employee Orientation Employee Privacy Employee Recognition Employee Relocation Employee Safety Employer Security Equal Opportunity Expense Reimbursement Family Leave Flextime Insurance Inventions and Patents Outside Employment Overtime Parental Leave Performance Improvement Performance Review Political Activities Position Descriptions Professional Memberships Recruitment Retirement Plans Return to Work Sexual Harassment Sick or Personal Leave Smoking Statement of Commitment Substance Abuse Terminations Use of Company Vehicles Vacations Holidays Violence in the Workplace Visitors Many More Plus Personnel Forms Application Form Position Requisition Interview Summary Accident Report Exit Interview Guide Position Description Time Sheet Payroll Request Performance Appraisals Employee Reviews Work Update Company Evaluation Inventions and Patents 19 Example Grievance Forms Information Consent And More SmartStart Your Wisconsin Business Oasis Press/PSI Research, 1998 The SmartStart Your Business series is chockfull of valuable business start up information Whereas most start up books give an overview of basic legal requirements each SmartStart guide goes a step beyond and gives its readers the state specific laws regulations and fees and tells how to get in touch with the federal state and local agencies that govern small business The most complete and up to date sourcebook of its kind SmartStart also gives pointers on writing a successful business plan and setting up a winning marketing strategy Readers will learn the most current financing programs available in their state and understand how to

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