

POWER NETWORKING

10

Secrets to Successful Relationship Marketing

ROBERT S. LITTLE
Author of *How to Grow Your Business*

DOUGLAS FISHER

How to Build Your
Own Successful
Power Network

Power Netweaving 10 Secrets To Successful Relationship Marketing

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no approach just won't cut it. If you're reading this book you've probably experienced this first hand and may be feeling frustrated that 1 you feel as if your business isn't getting anywhere 2 your family friends and acquaintances are making an effort to see you less and less in fear that you're going to try to sell them something and 3 you have to start back at square one whenever you want to make a sale. It's so frustrating. It's also no way to build a strong lasting business. That's where relationship marketing comes in. Relationship marketing is a proven lead generation system intended to grow your business by leveraging your relationships. That's right instead of damaging relationships and burning bridges relationship marketing encourages you to nurture and grow your relationships. In other words you don't ever have to be an icky salesperson. If you seek to build a business that allows you to work from your heart that doesn't compromise your personal core principles and that encourages you to help and serve more people relationship marketing may be for you. Over the last few years I've built Teamzy a CRM system intended to turn traditional network marketing on its head. How? It's based on relationships specifically growing and developing relationships with your favorite people so you can serve and help them meet their needs which is oh so often contrary to the sales status quo. The more you connect with them the more likely they are to recommend your business to their family and friends who could use a bit of your help. The results speak for themselves. People who are turned off by traditional selling methods love our relationship oriented system that encourages them to make people's days instead of always trying to sell to them. They're watching their businesses grow exponentially beyond what they could've imagined when they started in the business. That's right by maintaining consistent contact with their customers seeking to meet their needs and following up they're building solid businesses that last all in less than an hour a day. The best part is it doesn't feel like work. After all you're doing what you do best connecting with your customers and along the way you'll build trust and long term business advocates. What's better than that? Nothing. I'm excited to share this strategy with more people. In this book you'll learn Why Relationship Marketing provides more joy for you AND better results for your business. How to discover your WHY and use it to build meaning into your day. How to create goals you can't wait to achieve. Why your business is more than a job and should be treated as such. How to slay your business in less than an hour a day. How to have great conversations with your network and transition it into talking about your business. Why following up is an act of love and one that is critical to growing your business. Where to find new customers. How to meet new people and add them to your network. The best way to overcome objections straight from the heart. How to use and leverage social media to build trust. How to boost your chances for success. How to master the entire system and become a PRO.

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