

Purple COM

Transform Your Business by Being Remarkable

Seth Godin

bestselling author of Tribes and The Dip

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Seth Godin

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Riches in Niches Susan Friedmann, 2007-05-15 Why do some financial advisors wind up making millions on TV giving investment advice while others labor in obscurity How do some attorneys land regular columns in prestigious trade publications Where do those speakers who give the annual address at industry conventions come from What is the secret reason that a select few service professionals enjoy high profile high prestige and high paying status as experts in their fields More importantly can the rest of us do it Susan Friedmann answers a resounding Yes In Riches in Niches How to Make It BIG in a Small Market Susan explores the multiple factors that separate the experts from the service professionals who may have identical if not better skills but whom no one has ever heard of You will learn Why positioning yourself as an Expert in a Niche a sweet spot known as a nichepreneur is the most surefire route to success any service professional could want The GEL Formula Friedmann s proven technique that shows service professionals how to find the professional niche that makes the best use of their skills while yielding maximum profit The Seven Secrets nichepreneuers need to know to create claim and benefit from their Expert Identity Creative ways to create secondary even tertiary income streams capitalizing on the benefits of Being the Expert Friedmann knows what she s talking about For more than 20 years she s been the Tradeshow

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