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**Making a Splash Without Much Cash**



**Stephanie Seacord**

# Public Relations Marketing Making A Splash Without Much Cash

**Oasis Press/PSI Research**



## **Public Relations Marketing Making A Splash Without Much Cash:**

*Public Relations Marketing* Stephanie Seacord, 1999 Urges especially small businesses and other organizations to bypass the glitz of pure marketing and focus on building a solid public relations process Emphasizes the basics of identifying an audience delivering the message supplying a relevant reason that a product or service is needed and prov **Visible Librarian** Judith A. Siess, 2003-04-04 Recent law corporate and even public library closings are the sad confirmation that libraries are no longer a given Despite the fact that librarians bring unique value to their communities and organizations too often their work goes on under the radar The benefits provided by information professionals are invisible and taken for granted as Internet search engines replace real experts It s time to assert your value and the value of the resources you marshal Step from behind the desk or computer to make your community aware of just how indispensable your services are Here are all the tools you need to become the squeaky wheel and attract the attention your work deserves Use these practical strategies to connect with customers make services both visible and valuable to the community and get the word out using proven marketing customer service and public relations tactics specifically tailored to the library environment Learn to Provide the answers your users customers need Gather internal and external champions to grow a funding base Access the resources that keep your enterprise viable Keep information resources available in spite of budget constraints Be recogniz *Not Another Meeting* Frances A. Micale, 1999 Whether you regularly conduct meetings or just attend them you can make your meetings more productive by applying the easy to use guidelines included in *Not Another Meeting* Learn to create an objective and an agenda for every meeting Learn the steps for opening and closing a meeting establish and reinforce ground rules to keep participants on track attentive and fully engaged and help groups manage and resolve conflicts *Start Your Business* Vickie Reiersen, 1998 With its friendly and clear format you ll be able to consider and prep yourself for all of the major issues necessary to getting your business up and running **Vidura**, 1999 *SmartStart Your Georgia Business* Oasis Press Editors, Oasis Press/PSI Research, 1998-02 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 obtain both short term and long term financing and once they re up and running how to manage their business finances properly What s more readers are given the latest on 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

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