

# ACCESS THE IRRESISTIBLE OFFER HOW TO SELL YOUR PRODUCT OR SERVICE IN 3 SECONDS OR LESS

## The Irresistible Offer

Your customers are going to give you three seconds to make the sale. Do you know what to say in those three seconds? The marketing methods of the past are losing effectiveness as consumers are getting smarter and smarter and have less and less time. What is needed is a new way of doing business—a method that is simultaneously socially responsible and far more effective than "old" marketing. This new way is The Irresistible Offer. "The Irresistible Offer is the missing link in many marketing books." —Joe Sugarman, Chairman, BluBlocker Corporation "The Irresistible Offer reveals secret after proven secret guaranteed to pump fresh power into your sales process." —John Du Cane, CEO, Dragon Door Publications, Inc. "As the world's fastest reader (Guinness Book certified) I've read just about every business and marketing book in existence. The Irresistible Offer by Mark Joyner is, by far, the easiest and most powerful. If you want to make a profitable business (any business small or large), The Irresistible Offer should be your starting point." —Howard Berg, "The World's Fastest Reader" "I've read every book on marketing printed in the last 150 years. This is the first breakthrough in over fifty years." —Dr. Joe Vitale, author of The Attractor Factor "If I had to choose one modern marketing genius to learn from, it would be Mark Joyner. The Irresistible Offer belongs in the hands of everyone wanting to wildly succeed in business." —Randy Gilbert, a.k.a. "Dr. Proactive" host of The Inside Success Show

## Integration Marketing

The biggest, most successful businesses you can think of all started small and grew their way to massive success. What was their secret? Is there something those companies have in common—from Microsoft to McDonald's to U.S. Steel—that helped them grow from small businesses to globe-spanning corporations? The answer is "yes," and it's right here. The common thread between all big-growth companies is their reliance on the art of what online business pioneer Mark Joyner calls Integration Marketing to spur methodical, reliable growth from one level to the next. Joyner's Integration Marketing theory is a radically new business approach that has already built a fanatical base of tens of thousands of entrepreneurs who are using it to pull off what some are referring to as "business miracles" with a zero-dollar ad budget. Now, Mark Joyner finally puts this amazing business-transforming methodology down on paper and shows you how to apply it to your own business, no matter its size. Integration Marketing is a simple, innovative, and effective system that helps you find hidden marketing opportunities, bring in a limitless supply of new customers, and grow your business steadily, predictably, and strategically. Most importantly, it takes the guesswork out of marketing by using predictive math to gauge the likelihood of success for any new marketing opportunity—before you commit time and resources to it. Even better, once you put Integration Marketing to work in your business, the methodology will continue to work without any additional effort. No longer will you miss out on profit opportunities that are right under your nose. You'll be able to see your competitive battlefield clearly and develop a flexible, intelligent strategy that will keep your business in the black. This isn't just some new buzzword for the same old ideas—it's a complete suite of strategic tools that make marketing accountable, reliable, predictable, and effective. It's not complicated and it's not a magic bullet; it's a straightforward, proven system for getting exactly what you and your business need to grow—more profit faster.

## **The Great Formula**

Praise for THE GREAT FORMULA \"This book reminds me of Isaac Newton's discovery of gravity—a stunningly simple idea that changed the course of history. I've seen The Great Formula create millionaires with surprising speed. It's an exact recipe to turn a marginal business into a successful one.\" —David Garfinkel, author, Customers on Demand \"Mark Joyner has once again succeeded at coming up with an entertaining and educational marketing masterpiece.\" —Dr. Mani Sivasubramanian, infopreneur and heart surgeon \"With all the fancy buzzwords used to describe how to achieve success, here is a commonsense formula that cuts through the chatter and goes straight to the heart of what really works. This is truly a new perspective.\" —Joseph Sugarman, Chairman, BluBlocker Corporation \"Save yourself a couple hundred thousand dollars on that degree. Clear out your bookcase. The MBA curriculum for this generation is The Irresistible Offer and The Great Formula.\" —Lou D'Alo, PowerUp! Coaching and Consulting

## **Buying Trances**

Praise for Buying Trances \"The genius of Joe Vitale has never shone brighter. This thoroughly documented and easy-to-read book is the first of its kind. Vitale gives you the keys to their minds. All you have to do is turn the keys. They said 'yes' to you long before you said a word and they were begging to buy from you shortly after you uttered your first sentence. Buying Trances is an exciting ride to the edge of the mind. His finest work to date.\" -Kevin Hogan, author, The Psychology of Persuasion and Covert Hypnosis \"This book maps marketing's final frontier—the customer's mind—and exposes the buying trance. Frankly, this may be the smartest marketing book ever written.\" -Dave Lakhani, coauthor, Persuasion: The Art of Getting What You Want \"As with all of Vitale's books, there are magical secrets chucked out like a mad Vegas poker dealer on every page. Not only will you learn to put people into buying trances with this book, the act of reading it will put you in a trance and force you to master it.\" -Mark Joyner, #1 bestselling author, The Irresistible Offer: How to Sell Your Product or Service in 3 Seconds or Less \"Vitale's expertise in hypnotic marketing combined with his extensive research challenges the reader on many different levels. He forces you to delve deeper into the benefits of creating a buying atmosphere and a trance-like desire on the part of your prospect. I found this an absolutely fascinating book.\" -Joseph Sugarman, President, BluBlocker Corporation \"Buying Trances is not your run-of-the-mill marketing book. It's an exceptionally well-written, well thought out, high-level work that gives the reader unique insights into how to capture a prospect's attention. Cutting-edge stuff that is a must for every serious marketer to absorb and implement.\" -Robert Ringer, author, To Be or Not to Be Intimidated?: That Is the Question \"Vitale's understanding of how and why people think and act like they do is remarkable. By unscrambling complex ideas and explaining them in simple language, he reveals how to fashion messages that will turn people into compulsive buyers of our products and services. Now we can take control and create the buying trance. It's a totally refreshing and very effective approach to hugely profitable sales and marketing!\" -Winston Marsh, veteran Australian marketer

## **The Psychology of Selling**

Double and triple your sales—in any market. The purpose of this book is to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more sales, faster and easier than ever before. It's a promise of prosperity that sales guru Brian Tracy has seen fulfilled again and again. More sales people have become millionaires as a result of listening to and applying his ideas than from any other sales training process ever developed.

## **The Art of Selling to the Affluent**

This insightful book shows salespeople how to meet the needs of affluent clients from the initial contact, to the sales presentation, to providing the level of service and quality they expect, to securing them as long-term customers. Based on extensive research of the buying patterns and expectations of the wealthy, this step-by-step sales guide reveals the secrets of attracting and keeping wealthy clients for life, boosting sales and repeat

business. *The Art of Selling to the Affluent* is also a crash course in the world of the wealthy, giving you the understanding you need to satisfy and retain these profitable top-dollar clients.

## **How To Sell When Nobody's Buying**

The most effective sales strategies for tough economic times Today's selling environment is tough, and only getting tougher. The old tactics are no longer working, and the current economy is only making selling more difficult. You need sales tactics and strategies that work now and fast . . . even when no one wants to buy-and tactics and strategies that will work even better when they do want to buy. *How to Sell When Nobody's Buying* is a practical, effective guide to selling even in the toughest of times. This book is packed with new information about creating sales opportunities. Most sales strategies taught today are based on outdated information from ten, twenty, even thirty years ago and they simply don't work today. You'll find the tools and information you need to gain confidence, create powerful alliances, profitable social networks, and drive your profits to unprecedented highs. Whether you sell business-to-business or direct to the consumer, whether you sell real estate or retail, this is the sales guide for you. Features effective, simple strategies for selling in tough economic times Offers free or low-cost prospecting tools that bring in customers by the herd Includes case studies from top salespeople that reveal new ways to bring in customers From sales guru Dave Lakhani, author of *Persuasion*, *Subliminal Persuasion*, and *The Power of an Hour* These days, you need all the help you can get to sell effectively. If you want to increase your sales and drive your business forward-no matter what the economy or your industry does-learn *How to Sell When Nobody's Buying*.

## **Reality In Advertising**

Rarely has a book about advertising created such a commotion as this brilliant account of the principles of successful advertising. Published in 1961, *Reality in Advertising* was listed for weeks on the general best-seller lists, and is today acknowledged to be advertising's greatest classic. It has been translated into twelve languages and has been published in twenty-one separate editions in fifteen countries. Leading business executives, and the advertising cognoscenti, hail it as \"the best book for professionals that has ever come out of Madison Avenue.\" Rosser Reeves says: \"The book attempts to formulate certain theories of advertising, many quite new, and all based on 30 years of intensive research.\" These theories, whose value has been proved in the marketplace, all revolve around the central concept that success in selling a product is the key criterion of advertising. Get Your Copy Now

## **MindControlMarketing.com**

Symbolic and academic study of the various forms of psychological coercion and influence used in internet marketing.

## **Living the 80/20 Way**

'The 80/20 principle is the cornerstone of results-based living. Read this book and use it.' -Tim Ferriss, New York Times best-selling author of *The 4-Hour Workweek* Acclaimed entrepreneur and author Richard Koch changed the face of the business world with *The 80/20 Principle*. In *Living the 80/20 Way*, he shows how working and worrying less can transform our personal lives. Koch takes the widely renowned 80/20 principle and shows how in today's cluttered and stressful world, working out the few things that are really important, and the few methods that will give us those things, leads to increased happiness and greater success. *Living the 80/20 Way* explains why 'less is more' isn't just a saying, but a sure-fire method to achieve your goals and live your best life.

## **Hypnotic Writing**

Discover the secrets of written persuasion! \ "The principles of hypnosis, when applied to copywriting, add a new spin to selling. Joe Vitale has taken hypnotic words to set the perfect sales environment and then shows us how to use those words to motivate a prospect to take the action you want. This is truly a new and effective approach to copywriting, which I strongly recommend you learn. It's pure genius.\ " -Joseph Sugarman, author of Triggers \ "I've read countless book on persuasion, but none come close to this one in showing you exactly how to put your readers into a buying trance that makes whatever you are offering them irresistible.\ " -David Garfinkel, author of Advertising Headlines That Make You Rich \ "I am a huge fan of Vitale and his books, and Hypnotic Writing (first published more than twenty years ago), is my absolute favorite. Updated with additional text and fresh examples, especially from e-mail writing, Joe's specialty, Hypnotic Writing is the most important book on copywriting (yes, that's really what it is about) to be published in this century. Read it. It will make you a better copywriter, period.\ " -Bob Bly, copywriter and author of The Copywriter's Handbook \ "I couldn't put this book down. It's eye opening and filled with genuinely new stuff about writing and persuading better. And it communicates it brilliantly and teaches it brilliantly-exemplifying the techniques by the writing of the book itself as you go along.\ " -David Deutsch, author of Think Inside the Box, [www.thinkinginside.com](http://www.thinkinginside.com) \ "Hypnotic Writing is packed with so much great information it's hard to know where to start. The insights, strategies, and tactics in the book are easy to apply yet deliver one heck of a punch. And in case there's any question how to apply them, the before-and-after case studies drive the points home like nothing else can. Hypnotic Writing is not just about hypnotic writing. It is hypnotic writing. On the count of three, you're going to love it. Just watch and see.\ " -Blair Warren, author of The Forbidden Keys to Persuasion

## **The 1-Page Marketing Plan**

**WARNING: Do Not Read This Book If You Hate Money** To build a successful business, you need to stop doing random acts of marketing and start following a reliable plan for rapid business growth. Traditionally, creating a marketing plan has been a difficult and time-consuming process, which is why it often doesn't get done. In The 1-Page Marketing Plan, serial entrepreneur and rebellious marketer Allan Dib reveals a marketing implementation breakthrough that makes creating a marketing plan simple and fast. It's literally a single page, divided up into nine squares. With it, you'll be able to map out your own sophisticated marketing plan and go from zero to marketing hero. Whether you're just starting out or are an experienced entrepreneur, The 1-Page Marketing Plan is the easiest and fastest way to create a marketing plan that will propel your business growth. In this groundbreaking new book you'll discover: - How to get new customers, clients or patients and how to make more profit from existing ones. - Why \ "big business\ " style marketing could kill your business and strategies that actually work for small and medium-sized businesses. - How to close sales without being pushy, needy, or obnoxious while turning the tables and having prospects begging you to take their money. - A simple step-by-step process for creating your own personalized marketing plan that is literally one page. Simply follow along and fill in each of the nine squares that make up your own 1-Page Marketing Plan. - How to annihilate competitors and make yourself the only logical choice. - How to get amazing results on a small budget using the secrets of direct response marketing. - How to charge high prices for your products and services and have customers actually thank you for it.

## **The Sticking Point Solution**

Businesses can plateau, stall, OR stagnate without the owners or key executives even realizing it. A business might be achieving incremental year-on-year growth and yet still be in a situation of stagnation or stall. Why? Because entrepreneurs and ...

## **Sell Like Crazy**

In this groundbreaking book, Sabri Suby, the founder of Australia's #1 fastest growing digital marketing agency, reveals his exclusive step-by-step formula for growing the sales of any business, in any market or niche! The 8 phase 'secret selling system' detailed in this book has been deployed in over 167 industries and

is responsible for generating over \$400 million dollars in sales. This isn't like any business or marketing book you've ever read. There's no fluff or filler - just battle-hardened tactics that are working right now to rapidly grow sales. Use these timeless principles to rapidly and dramatically grow the sales for your business and crush your competition into a fine powder.

## **Getting Everything You Can Out of All You've Got**

Abraham--trusted advisor to America's top corporations--has written his first major book for anyone seeking fresh ideas on supercharging personal or business success.

## **Brand New Justice**

Recently vilified as the prime dynamic driving home the breach between poor and rich nations, here the branding process is rehabilitated as a potential saviour of the economically underprivileged. Brand New Justice, now in a revised paperback edition, systematically analyses the success stories of the Top Thirteen nations, demonstrating that their wealth is based on the 'last mile' of the commercial process: buying raw materials and manufacturing cheaply in third world countries, these countries realise their lucrative profits by adding value through finishing, packaging and marketing and then selling the branded product on to the end-user at a hugely inflated price. The use of sophisticated global media techniques alongside a range of creative marketing activities are the lynchpins of this process. Applying his observations on economic history and the development and impact of global marketing, Anholt presents a cogent plan for developing nations to benefit from globalization. So long the helpless victim of capitalist trading systems, he shows that they can cross the divide and graduate from supplier nation to producer nation. Branding native produce on a global scale, making a commercial virtue out of perceived authenticity and otherness and fully capitalising on the 'last mile' benefits are key to this graduation and fundamental to forging a new global economic balance. Anholt argues with a forceful logic, but also backs his hypothesis with enticing glimpses of this process actually beginning to take place. Examining activities in India, Thailand, Russia and Africa among others, he shows the risks, challenges and pressures inherent in 'turning the tide', but above all he demonstrates the very real possibility of enlightened capitalism working as a force for good in global terms.

## **How to Write Copy That Sells**

Communicate with potential customers—and persuade them to buy: “The best copywriting teacher I know.” —Michael Hyatt, New York Times–bestselling author of *Your Best Year Ever* This book is for everyone who needs to write copy that sells—including copywriters, freelancers, and entrepreneurs. Writing copy that sells without seeming “salesy” can be tough, but is an essential skill. *How to Write Copy That Sells* offers tips for crafting powerful, effective headlines and bullet points, reveals the secrets of product launch copy, and supplies specific copywriting techniques for: email marketing websites social media direct mail traditional media ads, and more “Ray invites you into his inner sanctum where he opens his real-life copywriting toolkit . . . Get this book!” —Judith Sherven, PhD, and Jim Sniechowski, PhD, bestselling authors of *The Heart of Marketing*

## **Predictive Marketing**

Make personalized marketing a reality with this practical guide to predictive analytics Predictive Marketing is a predictive analytics primer for organizations large and small, offering practical tips and actionable strategies for implementing more personalized marketing immediately. The marketing paradigm is changing, and this book provides a blueprint for navigating the transition from creative- to data-driven marketing, from one-size-fits-all to one-on-one, and from marketing campaigns to real-time customer experiences. You'll learn how to use machine-learning technologies to improve customer acquisition and customer growth, and how to identify and re-engage at-risk or lapsed customers by implementing an easy, automated approach to predictive analytics. Much more than just theory and testament to the power of personalized marketing, this

book focuses on action, helping you understand and actually begin using this revolutionary approach to the customer experience. Predictive analytics can finally make personalized marketing a reality. For the first time, predictive marketing is accessible to all marketers, not just those at large corporations — in fact, many smaller organizations are leapfrogging their larger counterparts with innovative programs. This book shows you how to bring predictive analytics to your organization, with actionable guidance that get you started today. Implement predictive marketing at any size organization Deliver a more personalized marketing experience Automate predictive analytics with machine learning technology Base marketing decisions on concrete data rather than unproven ideas Marketers have long been talking about delivering personalized experiences across channels. All marketers want to deliver happiness, but most still employ a one-size-fits-all approach. Predictive Marketing provides the information and insight you need to lift your organization out of the campaign rut and into the rarefied atmosphere of a truly personalized customer experience.

## **Marketing Tips for Translators**

Wonder how other freelance translators market their businesses? Effective marketing - of yourself, of your business - can help you reach the next level of success. The ideas and tools explored in this book have produced positive results for translators at every stage in the game and they will for you too. Each section of this book is adapted from a podcast interview with an established translator or other professional. I started my website and podcast Marketing Tips for Translators to connect with and share information the international translation community. We have many issues and concerns in common and the podcast is a meeting ground of sorts for those of us who spend a lot of time alone working on documents. The chapters in this book will help you discover the inspiration you need to market your translation services in an efficient way, as well as fresh ideas about productivity and tools for organizing your time and workday. We'll also cover proven methods and systems for marketing to your ideal potential clients, and strategies for maintaining a continuous marketing plan for finding new clients, keeping your existing clients, and getting the word out about your translation services. We'll show you how to get clients to find you, instead of you trying to find them.

## **Ultimate Guide to Local Business Marketing**

MASTER LOCAL SEO AND REACH THE RIGHT CUSTOMERS EVERY TIME With Google, Yahoo!, and Bing returning local businesses as results on more than a billion daily searches, Google Adwords expert Perry Marshall and lead generation expert Talor Zamir introduce you to the basic framework behind a successful local SEO campaign. From defining local search--often confused with paid search and search engine marketing--to local listing and reviews to social outreach and effective content development, this guide delivers the tools to build an entire local marketing campaign. You'll learn how to: Capture high-quality leads from Google AdWords and Bing in 48 hours Master the components of a high-converting campaign and get the most bang for your buck Harness mobile search advertising and Facebook ads for maximum results

## **Persuasive Online Copywriting**

Writing for the web. Web word wizardry. Web writing that works. What does that mean? Your online copy must persuade - it's integral to getting your visitors or readers to register, subscribe, qualify as leads, and yes, even buy from you. It's writing that must earn its keep. And to effectively manage the quality of your online writing, you need to understand what works, why it works and how to make it work better for you. Whether you are the marketer responsible for the bottom line or the writer creating the copy, Persuasive Online Copywriting provides the tools you need to get results. Bryan Eisenberg, Jeffery Eisenberg and Lisa T. Davis are Future Now, Inc., an agency specializing in online conversion since 1998. In addition to offering seminars and workshops, the trio's publications include The Marketer's Common Sense Guide to E-Metrics, an ROI Marketing column for ClickZ and GrokDotCom.

## **AARP The Pledge**

AARP Digital Editions offer you practical tips, proven solutions, and expert guidance. Successful people don't sit around waiting for everything to be "100%" right or to be "absolutely sure" they will succeed. They don't need absolute assurance, because they realize life doesn't provide any. To get what they want out of life, they set specific goals and put together a formal plan to achieve those goals, one step at a time. Successful people know that the cost of failure is modest compared to that of inaction. Failure means they are smarter the next time. Inaction means there is no next time—there's only a lifetime of regret. In *The Pledge: Your Master Plan for an Abundant Life*, author Michael Masterson reveals how to become successful—and not just financially, but in every area of life. The book offers simple tips to making immediate changes and to establishing long-term goals. Details strategies on becoming more productive at the office and defeating depression. Explains why simplifying goals into four major ones makes them much easier to achieve. The Pledge teaches readers how to start and finish projects they have been dreaming about for years, boost confidence, strengthen skills, build wealth, and enjoy life.

## **Flirt Like a Pro**

Learn How to Become an Irresistible Flirt, Create Intense Sexual Tension, and Make Women Go Weak at the Knees. Imagine being able to flirt like a pro and create magnetic attraction. Imagine being able to turn any conversation from boring and dull to sexual and exciting. Imagine being able to effortlessly talk to and deeply connect with even the most beautiful women... and never run out of things to say. Well, you need not imagine, because you're about to learn how to do all of this and more. How will you learn to become an irresistible flirt? How to flirt using 6 foolproof techniques. Why most men suck at flirting (and how to avoid these common awkward, attraction-killing mistakes). How to flirt using your body. (Warning: This technique creates intense sexual tension.) How to have the irresistible body language of James Bond, swagger about like a sexy badass, and make women swoon (and how to use this sexy body language to amplify her attraction when flirting). And much, much more! The secret to "sexual" conversations... 1 simple conversation hack that makes you 10X sexier, builds instant familiarity, and makes the conversation irresistibly exciting (plus you'll never run out of things to say). 4 conversation topics that let you instantly establish a deep, unforgettable connection with attractive women. How to use flirtation to get physical fast. How to "transform" dull questions into something so much sexier. The 4 keys to having an alpha male mindset that makes you a sexy conversationalist and irresistible flirt. And much, much more... Get ready to become the man other guys look at with envy as you effortlessly flirt with, connect with, and attract the most beautiful women. To flirt like a pro and make women go crazy for you, scroll up to the top of this page and click BUY NOW.

## **The Secret of Selling Anything**

If you've read other selling books, you're probably tired of the false promises that never quite work out. You're probably tired of being told "you can do it if you just believe you can. This book is: A road map to success for the salesman... who is not aggressive - who is not a "smooth talker" - and who is not an extrovert. You're probably tired of reading about tricks that made a particular sale. Tricks that may have been appropriate to a particular situation, but not yours and even if they were appropriate, how would you have thought of them at the right time? If you've read books on selling before or listened to "sales experts," you're probably tired of being pumped with hot air told how you must "come alive," be full of enthusiasm, dominate the world around all the things that don't happen to be a part of your basic nature. Well, this book isn't anything like that. In fact, this book was written to refute many clichés of selling that have been accepted without question for years. This book will prove to you, I hope, that the stereotyped image of the "born salesman" is a mistake. You don't have to remake your personality and become super-enthusiastic, super-aggressive, domineering. Not only are those traits not necessary, they are actually a hindrance to making sales. And you won't have to develop that uncanny ability to come up with the right answer at the right time that super-human knack of having the brilliant flash of insight that is so prevalent in books on selling. Sure, given several days to think about it, the writer of a sales book can always come up with a solution to a sales

problem. But how does that help you when confronted face-to-face with a question that must be answered now? This book will show you that you don't need such skills. This book can truly revolutionize your selling career but only because it will show you that you no longer need to waste your time developing skills that are of no value to a salesman. For example, here are some of the points that will be made in the course of this book: -- Contrary to the accepted mythology, enthusiasm is not a virtue; it destroys more sales than it creates.-- "Positive thinking" is an unrealistic fallacy. The salesman who thinks negatively has a far greater chance for success than the so-called "positive thinker."-- Sales success does not come from convincing people to buy things they don't want.-- The salesman who always has an answer for every objection is also probably plugging along with a very low income.-- Extroverts don't make the best salesmen; they are invariably outsold by introverts.-- To be a good salesman, you don't have to be a "smooth talker".-- Another all-time sales fallacy is the statement "When the going gets tough, the tough get going". When the going gets tough, I usually take a vacation.-- The desire to be able to motivate others is unrealistic and foolish. A really-great salesman will never try to motivate anyone. Perhaps all of this sounds so far removed from what you've heard about selling through the years that you wonder how it could possibly be true. I intend to demonstrate the validity of these statements in two ways. First, my own experience verifies their worth. Almost invariably, in any selling experience where I've found myself, I have outsold everyone else around me usually while working far fewer hours. In addition, I've seen these principles work for a few others, too a very few, for they are unknown to most people. But there is nothing mysterious about them and that brings us to second way in which I will demonstrate their validity. I will prove them to you. We will deal with life logically and carefully in this book. Everything will be proven in terms of the real world as it is in ways we can both understand.

## **Guerrilla Creativity**

The guru of Guerrilla Marketing shows small business owners how to cut through the clutter of new information with simple, powerful ideas that customers will find irresistible.

## **Likeable Social Media: How to Delight Your Customers, Create an Irresistible Brand, and Be Generally Amazing on Facebook (& Other Social Networks)**

THE NEW YORK TIMES AND USA TODAY BESTSELLER! The secret to successful word-of-mouth marketing on the social web is easy: BE LIKEABLE. A friend's recommendation is more powerful than any advertisement. In the world of Facebook, Twitter, and beyond, that recommendation can travel farther and faster than ever before. Likeable Social Media helps you harness the power of word-of-mouth marketing to transform your business. Listen to your customers and prospects. Deliver value, excitement, and surprise. And most important, learn how to truly engage your customers and help them spread the word. Praise for Likeable Social Media: Dave Kerpen's insights and clear, how-to instructions on building brand popularity by truly engaging with customers on Facebook, Twitter, and the many other social media platforms are nothing short of brilliant. Jim McCann, founder of 1-800-FLOWERS.COM and Celebrations.com Alas, common sense is not so common. Dave takes you on a (sadly, much needed) guided tour of how to be human in a digital world. Seth Godin, author of *Poke the Box* Likeable Social Media cuts through the marketing jargon and technical detail to give you what you really need to make sense of this rapidly changing world of digital marketing and communications. Being human — being likeable — will get you far. Scott Monty, Global Digital Communications, Ford Motor Company Dave gives you what you need: Practical, specific how-to advice to get people talking about you. Andy Sernovitz, author of *Word of Mouth Marketing: How Smart Companies Get People Talking*

## **Dynamic Digital Marketing**

8 powerful ways to market your business online to consistently generate an abundance of leads that convert into profitable customers. Dynamic Digital Marketing teaches any business or individual how to increase online visibility and presence, attract their target audience, generate leads, and convert them into profitable



customers. Author Dawn McGruer is an expert at making businesses and brands shine online. She is passionate about helping entrepreneurs and businesses maximise their digital marketing profits by developing digital skills which scale and grow their businesses and accelerate their success. Most entrepreneurs and businesses fully understand the importance of digital marketing, yet many do not know where to start or, worse, continue to spend time, money, and effort on strategies that fail to provide the best results for their investment. To remedy this situation, Dawn developed her multi-award-winning digital marketing framework, Dynamic Digital Marketing Model. Offering step-by-step guidance, this book shows you how to use this model to market your business online whilst transforming yourself into a proficient digital marketer. This must-read book will help you: Gain invaluable insights on what works – and what doesn't – based on the author's 20 years' experience in digital marketing Avoid pitfalls and missteps by implementing the same proven success strategies used by key influencers Harness the power of search engine optimisation (SEO), social media, content marketing, online video, and more Amplify your brand, cultivate customers, and increase profits Incorporate e-mail marketing, customer analytics, strategic web design, and influencer partnerships in your overall digital marketing strategy Dynamic Digital Marketing: Master the world of online and social media marketing to grow your business is an indispensable resource for business leaders, business owners, marketing and sales professionals, digital strategists and consultants, entrepreneurs, and students in business and marketing programmes.

## **85 Inspiring Ways to Market Your Small Business**

Small businesses & self-employed.

### **The 3-Minute Rule**

Want to deliver a pitch or presentation that grabs your audience's ever-shrinking attention span? Ditch the colorful slides and catchy language. And follow one simple rule: Convey only what needs to be said, clearly and concisely, in three minutes or less. That's the 3-Minute Rule. Hollywood producer and pitch master Brant Pinvidic has sold more than three hundred TV shows and movies, run a TV network, and helmed one of the largest production companies in the world with smash hits like *The Biggest Loser* and *Bar Rescue*. In his nearly twenty years of experience, he's developed a simple, straightforward system that's helped hundreds—from Fortune 100 CEOs to PTA presidents—use top-level Hollywood storytelling techniques to simplify their messages and say less to get more. Pinvidic proves that anyone can deliver a great pitch, for any idea, in any situation, so your audience not only remembers your message but can pass it on to their friends and colleagues. You'll see how his methods work in a wide range of situations—from presenting investment opportunities in a biotech startup to pitching sponsorship deals for major sports stadiums, and more. Now it's your turn. The 3-Minute Rule will equip you with an easy, foolproof method to boil down any idea to its essential elements and structure it for maximum impact. Simplify. Say less. Get More.

### **Simpleology**

Success is simple, and scientifically reproducible, if you know the 5 Laws Simpleology proves that success and happiness are easier to achieve than most people think they are. In fact, people can almost guarantee their own success simply by following a few simple rules. These \"5 Laws of Simpleology\" aren't new; they've been around forever. Throughout history, these 5 laws have helped the world's greatest minds amass fortunes and forge new paths. But until now, no one has committed them to paper in so simple and straightforward a style as Mark Joyner has here. Applicable to any challenge or goal and irrefutably commonsense, these 5 laws form the basis for almost any successful person or endeavor. Simpleology explains the 5 laws in detail and shows readers how to apply them to every aspect of their lives.

### **How To Get To The Top Of Google in 2021**

Revised and updated for 2021 with new case studies and covering the latest Google updates! Become one of

the 10,000+ business owners and marketers who have used this bestselling no-nonsense SEO book to increase their rankings and sell more. Whether you've dabbled in Search Engine Optimisation (SEO) and been disappointed with the results, are a complete SEO newbie looking for a large slice of the ranking pie or you're a seasoned professional looking to stay up to date with the best SEO practices, this book is for you. How would it feel to... Understand how Google chooses which websites to rank? Know exactly what keywords to target to attract people who are ready to buy what you sell? Have your most profitable keywords hit the top spot? Confidently be able to tweak your website and its structure (no technical know-how needed!) for fast gains? Be able to write killer content that Google and your visitors love? Build relationships with key publication players in your industry and have them begging for your content? Have crafted a complete SEO strategy to laser-target your focus and get big results? What kind of results can you achieve? One of our clients came to us in 2015 asking for help. His business was making \$2k per month in sales, and he was contemplating closing shop. Today, that business turns over \$3.4million per month, thanks to the strategies in this book. You'll read about this business and others in the book. Every strategy is data-backed and battle-tested by the Exposure Ninja team, who grow real businesses like yours. What's inside? Section 1: The Foundations You'll learn: The four free ways to appear on the first page of Google How to identify keywords that will drive hordes of hungry traffic to your website The key to seeing ranking gains in just weeks Why snooping on your competitors is crucial, and how to steal the good bits. Section 2: Your Website Transform your website's ranking by: Structuring it to make it easy for Google AND visitors to use Using content to 10x your traffic Transforming your blog into a sales generator Avoiding the SEO pitfalls that can do more harm to your website than good Section 3: Promoting Your Website You'll find out: The exact process that took one business from 35 to 3,450 leads a month How to get links from national newspaper websites The easy way to pitch content sounding desperate How to get links from social media Section 4: Designing Your SEO Strategy SEO can be overwhelming. Replace panic with serene calm as you: Put everything into a comprehensive strategy Pick the key tasks to get results if you're low on time Learn which metrics to track and which to ignore Implement three key practices that will ensure long-term improvement, whatever Google throws at you "But how do I know all this is possible?" Tim Cameron-Kitchen started out as a professional drummer. After building and ranking a website for his next-door neighbour, he got bitten by the SEO bug. Hundreds of clients later and with a team of 100 at his agency Exposure Ninja, Tim's story shows that anyone, even if you don't have a background in SEO, can learn what it takes to rank their website on Google. We update the book at least once a year to reflect the latest changes to the algorithm, so you're always in the know. Lifetime updates are included with purchase, so this is the last SEO book you'll ever need to buy! Bonuses worth over £400 You'll also receive a FREE video review of your website's SEO, carried out by one of the SEO experts at Exposure Ninja. They'll build you a prioritised plan to follow to improve your ranking and sales.

## **The 60-Second Sales Hook**

How a nightclub comedian turned a simple joke formula into a million dollar sales hook... and how you can use the same easy 4-sentence formula to stand out from the crowd and connect more deeply with your best customers and prospects.

## **The Worst-Case Scenario Business Survival Guide**

This book could save your business! Since 1999, the Worst-Case Scenario survival handbooks have provided readers with real answers for the most extreme situations. Now, in a time of economic crisis, the bestselling series returns with a new, real-world guide to avoiding the worst business cataclysms. Here, you'll find solutions for the most dangerous, deadly situations your business will ever encounter-whether those crises relate to finance, human resources, strategy, sales and marketing, or the executive suite. This book is no joke-and you won't find any buzzwords or fables about fictitious CEOs in here-just expert advice and step-by-step info on what to do when you're facing a true business nightmare. You'll learn how to Stay in business when you can't make payroll Fend off an employee coup Perform emergency surgery on your overhead Deal with nightmare customers And much, much more Until now, there's never been a clear, step-by-step guide to

dealing with the sudden turns for the worst that can doom your business. The Worst-Case Scenario Business Survival Guide provides you the answers you need when disaster strikes—and what you must know to avoid the next one.

## **Flip the Script**

This book will change the way you think about persuasion, and have you closing deals in no time. These days, it's just not enough to make a great pitch. Over decades of being marketed, pitched, sold (and lied) to, we've grown resistant to sales persuasion. The moment we feel pressured to buy, we pull away. And if we're told what to think, our defences go up. That's why Oren Klaff, bestselling author of *Pitch Anything*, has devised a new approach to persuasion based on a simple insight: everyone trusts their own ideas. Instead of pushing your idea on your buyer, guide them to discover it on their own and they will get excited about it. They'll buy in and feel good about the chance to work with you. In *Flip the Script*, Klaff breaks down this insight into a series of actionable steps. You will learn how to: \*Achieve Status Alignment: Use a status tip-off, a strategically placed remark that identifies you as an insider who can relate to your client's concerns. \*Close the Certainty Gap: Allay your buyer's fears about going into business with you by delivering a flash roll, proving your expertise in the domain. \*Present Your Idea as Plain Vanilla: Don't overhype your product as a first-of-its-kind solution. The more you emphasise the familiar, reliable elements of your product, the easier you make it for your buyer to say yes. Packed with examples of the long-shot, often hilarious deals that Klaff has pulled off over the years, *Flip the Script* is the most entertaining, informative masterclass in dealmaking you'll find anywhere. It will transform your approach to pitching, leaving you fully prepared to raise money, seal deals and keep your cool in the toughest business situations.

## **Smartups**

Building successful start-ups was never quite as easy as it seemed, and the changing economic climate has raised the stakes, reduced the margin of error. New entrepreneurs can't stumble into wealth on the power of half-formed ideas, or turn dreams into reality without doing a lot of homework. It's time to get smart. This book teaches would-be entrepreneurs the skills they need to get through the venture capital process with companies that will survive to grow and succeed. Rob Ryan, a pioneer in the high-tech industry, founded Ascend Communications in 1989, and throughout the nineties provided firms with the infrastructure they needed to keep up with the rapid growth of the Internet. At the beginning of 1999, Ascend was sold to Lucent for \$25 billion. Since retiring from Ascend and starting Entrepreneur America, Ryan has helped launch a string of successful companies, including Virtmed, RightNow, and Virtual Ink. All provide electronic solutions to real-world problems, meet existing—rather than manufactured—needs, and save their customers time and money. In *Smartups*, Ryan focuses on methods he's developed over the years for building a sustainable business that makes money. He emphasizes the importance of testing ideas on customers and making sure that a product offers something new and important. Recognizing a team's key competencies is crucial, Ryan says. He also finds it necessary to take certain steps at the correct stages of a company's inception. *Smartups* will show you how to turn your idea into a real product, take it to investors, and get your start-up started right.

## **No B.S. Wealth Attraction in the New Economy**

Provides new tactics and strategies to help business owners attract opportunity, increase personal value, and change their lives.

## **Psychological Foundations of Marketing**

This is the only textbook to provide an applied, critical introduction to the role of psychology in marketing, branding and consumer behavior. Ideally suited for both students and professionals, the new edition is a complete primer on how psychology informs and explains marketing strategies, and how consumers respond

to them. The book provides comprehensive coverage of: Motivation: the human needs at the root of many consumer behaviors and marketing decisions. Perception: the nature of perceptual selection, attention, and organization and how they relate to the evolving marketing landscape. Decision making: how and under what circumstances it is possible to predict consumer choices, attitudes, and persuasion. Personality and lifestyle: how insight into consumer personality can be used to formulate marketing plans. Social behavior: the powerful role of social influence on consumption. Now featuring case studies throughout to highlight how psychological research can be applied in the marketplace, and insightful analysis of the role of digital media and new technologies, this award-winning textbook is required reading for anyone interested in this fascinating and evolving subject.

## **American Book Publishing Record**

What happens when the bottlenecks that stand between supply and demand in our culture go away and everything becomes available to everyone? \"The Long Tail\" is a powerful new force in our economy: the rise of the niche. As the cost of reaching consumers drops dramatically, our markets are shifting from a one-size-fits-all model of mass appeal to one of unlimited variety for unique tastes. From supermarket shelves to advertising agencies, the ability to offer vast choice is changing everything, and causing us to rethink where our markets lie and how to get to them. Unlimited selection is revealing truths about what consumers want and how they want to get it, from DVDs at Netflix to songs on iTunes to advertising on Google. However, this is not just a virtue of online marketplaces; it is an example of an entirely new economic model for business, one that is just beginning to show its power. After a century of obsessing over the few products at the head of the demand curve, the new economics of distribution allow us to turn our focus to the many more products in the tail, which collectively can create a new market as big as the one we already know. The Long Tail is really about the economics of abundance. New efficiencies in distribution, manufacturing, and marketing are essentially resetting the definition of what's commercially viable across the board. If the 20th century was about hits, the 21st will be equally about niches.

## **The Long Tail**

Anyone who has ever had to write any business document, from interoffice memo to fifty-page proposal, will find this the single most effective tool for producing clear, concise, and persuasive prose. Equally useful to executives and support staff, it shows how to write clearly and powerfully, organize material and avoid errors and jargon.

## **The Elements of Business Writing**

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