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Ian Ruskin-Brown

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Marketing Your Service Business Ian Ruskin-Brown, 2005 Explaining the key differences between marketing products and services this title uses real life examples in order to illustrate the challenges presented by the service sector as well as looking at organisations which use services in order to gain a competitive advantage

Marketing Your Service Douglas Gray, J R R Tolkien Professor Emeritus of English Language and Literature Douglas Gray, Ba, Llb, 2015-04 Service businesses today face increasingly stiff competition To effectively sell your service business you must let people know you exist and that you re better than your competition Marketing Your Services shows readers how to understand the distinctive nature of

marketing a service and how to devise a custom made strategy to succeed It explains how to establish desirable and realistic goals plan for success and growth understand dynamic service marketing discover effective pricing strategies and create effective promotions This book explains how to develop a marketing plan that will work for any service business from law firms dental practices to hair salons auto repair shops Whatever your business it will profit from expanding your market

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