

HOW TO DO MARKETING WITHOUT MONEY

5 ESSENTIAL STEPS
BEFORE MARKETING



Marketing Without Money

Leo G. B. Welt



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Australia's finest contemporary entrepreneurs have managed to crack new markets with little or no initial financial backing stealing a march under the very gaze of supremely better resourced and well-trenched opposition. They show how by intuitively applying conceptual creativity these entrepreneurs discover and implement new business product and service concepts which remove them from the competitive rat race and which create a new race in which they can lead. They demonstrate that while most business people are constrained by patterns of thinking to conformity with industry norms and practice highly successful entrepreneurs deliberately challenge such convention doggedly discovering and pioneering new concepts that previously either had not been considered or were regarded as unpromising page 16 *Tom Patty's MARKETING WITHOUT MONEY WORKBOOK* Sarai Koo, 2021-06-30

Interested in learning marketing strategies applied by big name brand companies. With a 21-year career at Chiat Day, Tom Patty retired in 1998 as the President of TBWA Chiat Day Advertising Agency in Los Angeles, California. In 2013, he wrote *Tom Patty's Marketing Without Money* book to help people with limited resources to utilize similar marketing strategies. Heom applied with his former clients such as Apple, Nike, Pizza Hut, and Nissan. Tom's approach will help individuals and companies improve their marketing strategies whether they have or do not have a large marketing budget. This workbook is an extension of Tom Patty's *Marketing Without Money* book, a marketing strategy blueprint that will help you redefine you and your company, increase profits, and know what successful companies have done to increase their market share. Consider using Tom Patty's *Marketing Without Money* book and this workbook as a guide to help you learn how to grow your business. NOTE: Tom Patty granted Dr. Sarai Koo permission to create a marketing workbook based on his book *Tom Patty's Marketing Without Money*. [Marketing Without Money!](#) Nicholas E. Bade, 1993

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