

SERVICE MARKETING GOALS



Marketing Your Services

Howard L. Shenson, Jerry R. Wilson



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Dollar Professional Service Practice Bob Serling, 2006-05 This is a collection of four works by Bob Serling on how to build your Professional Service oriented business into a million dollar powerhouse Practical advice and sample marketing information are provided In addition purchasing this book entitles to reader to download four pre recorded QA sessions with the author **The Art of Marketing Your Services Business Online** Terry Gorry, 2016-01-24 Have you a service based business Do you want to increase your client base Are you confused about what actually works to grow your business on the internet Yes it's easy to be confused Because there is lots of conflicting advice About blogging websites social media

marketing video audio YouTube podcasting search engine optimisation guest posting etc Some of this advice is well intentioned some is plain wrong and some is simply theory as to what might work Throw paid advertising and expensive consultants into the mix and it s easy to just sit tight and do nothing I understand your situation because I was there too not so long ago I am a lawyer and my book *The Art of Marketing Your Services Business Online How to Get New Clients With a Proven Inexpensive 5 Part Digital Marketing Strategy* sets out exactly the steps I have taken and take every day even now to grow my client base And my income and profits What s in this book is the exact strategy I have followed since 2011 to build my law practice by getting new clients through smart cost effective online marketing So if you want theory or a bird s eye view of online digital marketing this book is not for you But if your business provides a service and you want to increase the number of your clients by exploiting the power of the internet this book will help Because it sets out the proven simple 5 step strategy I use on a daily basis since 2011 With my strategy you will have a clear action plan to exploit the power of the internet to increase your client numbers This clarity will allow you to clear away the fog of confusion surrounding your efforts and help overcome any procrastination about what you should be doing The strategy I set out in this book can work for you too provided you take action and follow the steps and adapt it for your particular business It s not a silver bullet There are none I m afraid It is a cost effective strategy that will as sure as day follows night drive new clients to your business It doesn t require a huge investment of capital All it requires is consistent work by you on the 5 pillars of the strategy They are easy to follow provided you are committed to serving your market and want to grow your business by tapping into the power of the internet This strategy has worked for me and allowed me to build a successful law practice with practically no money investment No advertising No virtual assistants No unethical practices Take the steps in this strategy and you will truly serve your market And grow your business by steadily acquiring new clients who will see you as trusted authority a go to person in your industry Are you ready to grow your business online

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Marketing Your Products and Services Successfully Harriet Stephenson, Dorothy Otterson, 1986

1001 Ways to Market Your Services Rick Crandall, 1998 Offers specific sales and marketing ideas for companies of all sizes and includes tips on using personal contacts brochures online marketing trade shows and newsletters to promote sales

Attract Sell Keep Henry Feldman, 2012-02-15 Attract Sell Keep The Art of Marketing Your Services is an expert guide to building an ethical profitable and enjoyable service practice It used to be that a solid education sound technical skills and fine manners were enough to make a good living as a service professional That s not the case anymore In today s highly competitive environment service professionals from attorneys to CPAs doctors to architects painters to plumbers must be rainmakers whether they like it or not ASK teaches professionals painless and cost effective techniques to increase market awareness attract more desirable prospects and turn those prospects into loyal customers who are eager to help you grow your business by referring their family friends and acquaintances You will learn to overcome the fears biases and false notions that block even the most ambitious professionals from taking straightforward and pleasurable marketing steps to grow their businesses ASK provides proven profitable and non manipulative ways to earn more business through concentrating on solving the prospect s problem building emotional rapport and treating the prospect with respect It is not an accident that the acronym for Attract Sell Keep is ASK As you progress through this book you will see that much of your success depends on your ability to ASK the right questions of the right people at the right time The time tested ASK process can be adopted by anyone who is intent on becoming financially successful and achieving life time goals and who is willing to ASK a few questions Sharpen your rainmaking skills further with The ASK Workbook

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clients with successful websites and online marketing strategies I hope you can glean some useful nuggets of information to empower you to grow your business with the help of the internet I firmly believe that Digital Marketing and a good understanding of general marketing is what has allowed my to move from a one man band business into the market leading marketing company Copper Bay Creative is today with its 12 strong team *Selling Your Services* ,1916 **138 Quick Ideas to Get More Clients** Howard L. Shenson, Jerry R. Wilson, 1993-10-22 America's most sought after consulting guru shows you how to successfully market your services and make more money Contains 138 insider secrets for building a client base applicable to a broad range of professionals inside or outside consulting Features invaluable marketing do's and don'ts and covers such topics as direct mail networking cultivating referrals media contacts preparing contracts and setting fees
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