Michael Gershman

Learn How Bartering Can Improve the Bottom Line of Your Business

Smarter Barter

M Woodhall

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Smarter Barter Michael Gershman. 1986 Smarter Companies Barter William P. Meacham, 2012-04-01 Bill Meacham barter executive for 30 years explains the nuts and bolts of maximizing your relationship with a professional trade exchange Mr Meacham provides a thorough introduction to a powerful centuries old concept that is making an increasingly significant impact in this time of cash conservation This book is for business owners looking for ways to lower operating costs gain more customers and move excess inventory It will help you edge out competition using a professional trade exchange and expose your company to unparalleled marketing power and referrals A compelling book based on experiences from a true pioneer of the professional trade concept A must read for all business owners especially in today s uncertain economic Countertrade Or Barter Mary E. Lassanyi,1990 The Art of Barter Karen Hoffman, Shera Dalin, 2010-04-21 Just market because you don't have cash doesn't mean you don't want and need things According to authors and business gurus Karen Hoffman and Shera Dalin it's time to get a little creative Most people have a skill they can use it's just a matter of figuring out what that is and how to use it to get something else From piano lessons in exchange for haircuts to an engine tune up in exchange for house painting The Art of Barter offers step by step instructions in Determining your tradable skills Initiating a trade Figuring out a fair exchange How to close a deal Incorporating barter into everyday life In addition the book is peppered with inspirational ideas on how to use barter in today s tough economic world Special Reference Briefs, 1983

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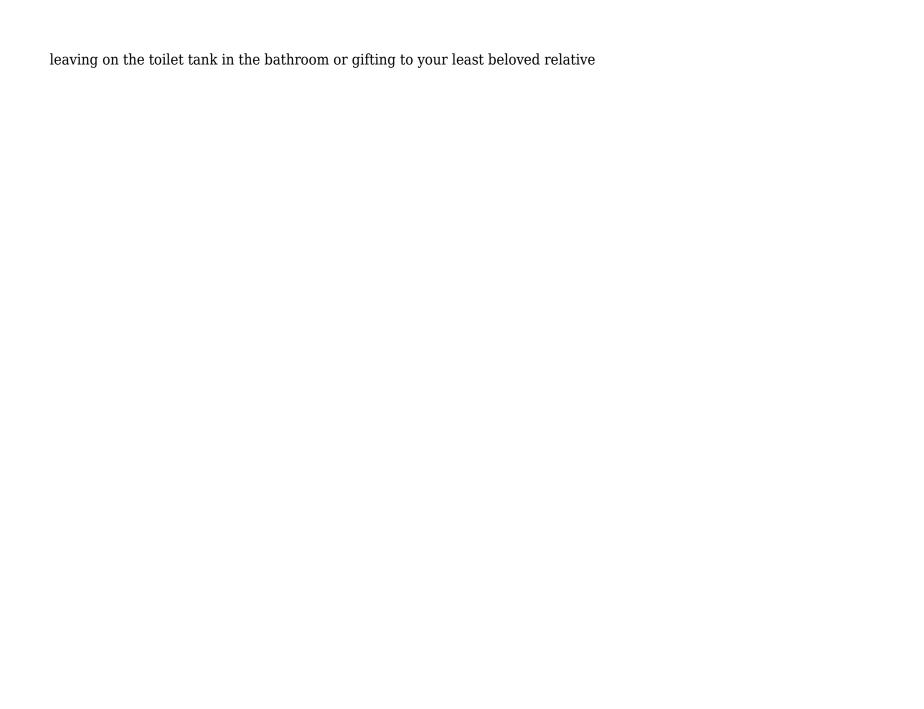
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Smarter Barter Introduction

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