



STREETSMART TELESELLING

The **33** *Secrets*

JEFF SLUTSKY ★ MARC SLUTSKY

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Jeff Slutsky, Marc Slutsky



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Streetsmart Teleselling Jeff Slutsky, Marc Slutsky, 1990 *No B.S. Grassroots Marketing* Dan S. Kennedy, Jeff Slutsky, 2012-02-01 Millionaire maker Dan S Kennedy and local level marketing specialist Jeff Slutsky empower small business owners to take on big box companies and distant discounters using their best asset their ability to bond directly with their consumers Small business entrepreneurs are armed to go grassroots given winning strategies to take their marketing to the street level resulting in higher customer retention greater referrals and a thriving business for the long term About the Book Kennedy and Slutsky dare small business owners to break free of the ingrained tendencies to advertise when you need more customers and to copycat what they see big national companies doing Local business owners are urged to add some politicking to their business presence focusing their marketing on directly connecting with their customers integrating them into their community and even their daily activities Kennedy and Slutsky deliver creative high impact alternatives and supplements to disappointing traditional advertising and new media including strategies for gaining free advertising from local news media creating events that multiply customers and effectively using direct mail Small business owners also uncover surefire tactics that capitalize on their neighborhoods the four walls of their business and the internet reaching their local customers and creating a sense of a personal relationship Throughout their lesson in going grassroots Kennedy and Slutsky also reveal the nine inconvenient truths of grassroots marketing keeping small business owners on track and on their way local business stardom Features Presents a marketing approach specifically engineered for small local businesses Reveals 9 No B S inconvenient truths and how to implement them Illustrates concepts with examples from practicing business owners From Dan Kennedy author of the popular No B S books including No B S series which shipped more than 250 000 copies Identifies what s wrong with traditional and new media advertising Offers methodology to break free from ingrained tendencies and copycat marketing **Write the Perfect Book Proposal** Jeff Herman, Deborah Levine Herman, 2008-04-21 Want to publish your book Learn how it s easier than you think Charismatic authors and literary agents Jeff Herman and Deborah Levine Herman have successfully sold hundreds of titles and learned through trial and error how to write a flawless book proposal that publishers can t resist Now you can benefit from their hard work and publishing savvy In this new edition they offer guidance and advice that will inspire educate and most importantly give you the necessary edge to get your book published They explain How to shape your idea and create a title Ways to get to know the market and competition Tips on writing an effective outline query letter and sample chapter The art and science of fiction and nonfiction book proposals How ten actual proposals included here were successfully sold to publishers and why A submission from Jeff Herman always gets moved to the top his new book will show you how to move to the top Frederic W Hills Vice President Simon Schuster This book will take writers to the highest level of proposal writing and success Roger Cooper Quality Paperback Book Club If you want your proposal to ignite a busy editor s interest read this book Adrienne Hickey Senior

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