

# CUSTOMER RETENTION STRATEGIES

to Increase Your Repeat Sales & Profits



# **Repeat Sale Profits**

**Ying-Ying Zheng** 

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Raising Capital David E. Vance, 2005-04-20 Most small businesses cite lack of capital is a major constraint on growth Raising Capital focuses on non bank sources of capital since banks only lend to companies that fit a very narrow profile The topics covered include i capital sources entrepreneurs can tap when they are too small or unusual for banks ii angel investors and venture capital iii where to look for angels venture capitalists and other capital sources iv how to pitch your company and close the deal v deal terms and issues that arise when negotiating a deal vi going public through an IPO or little known small public offerings viii asset based lenders and ix other financing vehicles including bond commercial paper PIPEs and securitization The scope of the book ranges from capital for entrepreneurs who have little more than an idea to capital for top rated companies Handbook of the Economics of Art and Culture Victor A. Ginsburgh, David Throsby, 2006-09-13 Over the last 30 or 40 years a substantial literature has grown up in which the tools of economic theory and analysis have been applied to problems in the arts and culture Economists who have surveyed the field generally locate the origins of contemporary cultural economics as being in 1966 the year of publication of the first major work in modern times dedicated specifically to the economics of the arts It was a book by Baumol and Bowen which showed that economic analysis could illuminate the supply of and demand for artistic services the contribution of the arts sector to the economy and the role of public policy Following the appearance of the Baumol and Bowen work interest in the economics of the arts grew steadily embracing areas such as demand for the arts the economic functions of artists the role of the nonprofit sector and other areas Cultural economics also expanded to include the cultural or entertainment industries the media movies the publishing industry popular music as well as heritage and museum management property right questions in particular copyright and the role of new communication technologies such as the internet The field is therefore located at the crossroads of several disciplines economics and management but also art history art philosophy sociology and law The Handbook is placed firmly in economics but it also builds bridges across these various disciplines and will thus be of interest to researchers in all these different fields as well as to those who are engaged in cultural policy issues and the role of culture in the development of our societies Presents an overview of the history of art markets Addresses the value of art and consumer behavior toward acquiring art Examines the effect of art on economies of developed and developing countries around the world *Investment* Martin Hoesli, Bryan D. Macgregor, 2014-01-09 Property investment markets and applied property research are now recognised as an increasingly important international phenomenon Written by two of the most respected academics in the field this authoritative guide provides a fresh and much needed perspective on this important subject The book examines the unique characteristics of property investment within the context of other capital markets The emphasis is strongly on the application of analytical tools from other markets to help academics and practitioners alike understand and apply the investment management of property with that of other asset classes The book is split into three parts each focusing mainly on

direct commercial property The characteristics of the various asset classes in the investment background The analyses necessary to develop a property portfolio strategy An examination of property in a wider context This book will be invaluable to all undergraduate and postgraduate students on property courses worldwide It is also an essential tool to understanding this complex and exciting field for students on finance business and accountancy courses which cover property Its practical applied approach means that the book will be a welcome addition to the bookshelf of any researchers or investment managers with an interest in property **Construction and Application of Property Price Indices** Anthony Owusu-Ansah, 2018-07-11 The importance of house prices to households real estate developers banks and policy makers cannot be overemphasised House price changes affect consumer spending and business investment patterns which in turn affect the wider macro economy and the entire business cycle Measuring and understanding house prices is therefore essential to a functioning economy but researchers continue to disagree on the best methodological approach for constructing real estate indices This book argues the need for more accurate house price indices outlines the various methods used to construct indices and discusses the existing house price indices around the globe It shows how the raw data of property transactions can be prepared for the purpose of constructing indices discusses various applications of property price indices and empirically demonstrates how the index numbers can be used to model the supply of new houses and to estimate the price elasticity of supply Essential reading for economists real estate professionals and researchers and policy **Index Number Theory and Price Statistics** Peter M von der Lippe, Erwin Diewert, 2016-11-21 No detailed makers description available for Index Number Theory and Price Statistics **International Encyclopedia of Housing and Home** ,2012-10-09 Available online via SciVerse ScienceDirect or in print for a limited time only The International Encyclopedia of Housing and Home Seven Volume Set is the first international reference work for housing scholars and professionals that uses studies in economics and finance psychology social policy sociology anthropology geography architecture law and other disciplines to create an international portrait of housing in all its facets from meanings of home at the microscale to impacts on macro economy This comprehensive work is edited by distinguished housing expert Susan J Smith together with Marja Elsinga Ong Seow Eng Lorna Fox O Mahony and Susan Wachter and a multi disciplinary editorial team of 20 world class scholars in all Working at the cutting edge of their subject liaising with an expert editorial advisory board and engaging with policy makers and professionals the editors have worked for almost five years to secure the quality reach relevance and coherence of this work A broad and inclusive table of contents signals or tesitifes to detailed investigation of historical and theoretical material as well as in depth analysis of current issues This seven volume set contains over 500 entries listed alphabetically but grouped into seven thematic sections including methods and approaches economics and finance environments home and homelessness institutions policy and welfare and well being Housing professionals both academics and practitioners will find The International Encyclopedia of Housing and Home useful for teaching discovery and research

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