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Dan S. Kennedy & Jason Marrs

No Bs Price Strategy By Kennedy Dan S 2011 Paperback

Gervasio Da Gloria



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No B.S. Price Strategy Dan S. Kennedy, 2011-05-02 What is the right price for your new product Millionaire maker Dan S Kennedy and pricing marketing strategist Jason Marrs empower small business owners to take control of their profits by taking charge of the source their price Entrepreneurs are dared to re-examine their every belief about pricing and take a more creative bold approach using price to their extreme advantage and allowing them to be as profitable as possible Liberating small business owners from all fear and timidity toward pricing Kennedy and Marrs teach small business owners uncover how to avoid the 9 ultimate price and fee failures including excess concern about competitors lower prices attracting customers who buy by price and not offering premium pricing options They also reveal how to discount without damage the secret to price elasticity how to break free from the price product link and most importantly how to set prices for the greatest profits Kennedy and Marrs disclose little known revelations about the power of pricing including The 9 ultimate price and fee failures The trick behind discounting without devaluing The 5 price related propositions to be concerned with The million dollar secret behind FREE How to win price wars with competitors Includes access to price strategy support tools at www.simplepricingsystem.com Covers pricing strategies specific to recessions *Discover the Secret: Making Money as a Fitness Professional*

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Jim Blythe, 2013-04-24 Why do you choose the things you buy such as this textbook a smartphone or an item of clothing How often where and instead of what What do you consider a boring necessity or a fun luxury What do you do with products once you've purchased them When do you decide to chuck them and why As a consumer you make conscious and unconscious decisions nonstop every day of your life This is Consumer Behaviour This friendly lively full colour text will support you through your course and help you to get the best possible grade for future employment It even has How to Impress Your Examiner boxes in each chapter There are lots of case studies along the way from global brands such as Facebook Apple and Amazon Kindle and Consumer Behaviour in Action boxes in every chapter to show you how it works in the real world If you want to be top of the class you can push

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Consumer Behaviour Zubin Sethna, Jim Blythe, 2016-08-27

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No B.S. Direct Marketing Dan S. Kennedy, 2013-04-01 Kennedy dares marketers to dramatically simplify their marketing refocusing on what works Updated to address the newest media and marketing methods this marketing master plan from marketing master Kennedy delivers a short list of radically different little known profit proven direct mail strategies for ANY business Strategies are illustrated by case history examples from an elite team of consultants all phenomenally successful at borrowing direct marketing strategies from the world of mail order TV infomercials etc to use in ordinary businesses including retail stores restaurants and sales

The Ultimate Sales Letter

4Th Edition Dan S Kennedy, 2011-01-31 Write Well to Sell Big In the age of e mail and instant communication great sales copy is indispensable to closing a deal But too many sales letters end up in the junk file or the wastebasket In this new edition of his top selling book author Dan Kennedy explains why some sales letters work and most don't And he shows how to write copy that any business can use Among other things he provides Completely updated text and examples Great headline formulas New exercises to spark creativity The best way to use graphics Kennedy is the most successful highly paid direct response copywriter in the country In this book he shares his step by step formula so everyone can write letters that will nail the sale

Artpreneur Miriam Schulman, 2023-01-31 A step by step guide for creatives to transform your passion into a

profitable business Whether you re a musician photographer painter writer dancer singer or any other creative with aspirations of making a living from your art this is the perfect time to turn your creative ideas into a sustainable business With gatekeepers no longer controlling the market anyone with a laptop and a dream can make a thriving living from their creativity This is the definitive sales and marketing playbook for anyone looking to make a living from their art Each page provides the inspiration and practical steps you need to build a personal brand overcome starving artist syndrome and finally make consistent sales from your art By combining left brain traditional marketing methods with the tools you ll build a confident mindset take charge of your destiny and create a clear path for success Miriam Schulman host of the Inspiration Place podcast breaks down the five core elements in the Passion to Profit planning framework to help you develop your art business so that you can have the time and freedom to do what you love PROSPECTING Build an audience of followers who want what you ve got and are prepared to pay top dollar PRODUCTION Draw attention to your creations by embracing your authenticity PRODUCTIVITY Create work life balance by managing your priorities and setting manageable goals PROMOTION Attract collectors in an authentic and non salesy way PRICING Price your art products or services based on cutting edge research that explains buyer psychology After twenty years of selling art as well as coaching other artists Miriam knows that now is the time to leave the rat race and pursue your highest dreams Don t wait for a sign from the universe to gamble on yourself [The Best of No B.S.](#) Dan S. Kennedy,2022-09-06 The ultimate Dan Kennedy collection Millionaire maker Dan S Kennedy has told it like it is for over 30 years If you re not focusing on converting social media traffic into sales you might as well set your money on fire Now this ultimate collection of Kennedy s best sales and marketing wisdom from 12 of his best selling titles showcases the top content from the legendary millionaire maker himself Kennedy teaches business owners the customer getting sales boosting classic marketing strategies you need so you can stop accepting non monetizable likes and shares and start making the marketing moves that really count Inside you will learn The most powerful marketing tactics no matter what business you re in How to get riches with niches and become a magnet to your customers The monetizing magic of crafting effective communication The 1 way to prevent wasted marketing dollars 5 ways to grow your list for FREE before spending a dime on advertising How to turn passive content into an active conversion tool Create raving fans who introduce you to their networks Discover the principles behind successful marketing campaigns and start making dollars and cents out of your social media strategy **The Ultimate Marketing Plan** Dan S. Kennedy,2011-05-18 Filled with practical no nonsense ideas that help readers position their product build buzz and make money this updated edition includes expanded coverage on Internet marketing **No BS Marketing to Seniors and Leading Edge Boomers** Dan S. Kennedy,Chip Kessler,2012-10-08 Go Where the Money Is BOOMERS SENIORS Hold over 50% of the nation s wealth and more of its discretionary spending 46% have net worths exceeding 2 million Hold 1 out of every 2 available to advertisers marketers merchants and service providers This is not a book about social good or business

excellence or broad big sweeping ideas It is a manual about getting money from those who have it and are given reason and their interests met very willing to spend it on just about everything and more of it at higher average prices than any other consumers Covers What leading edge boomers and seniors buy and why they buy it the diversity and amount of their spending will surprise you Opportunities with The Affluent and The Still Working while 10 000 retire every day 72% of boomers plan to keep working past age 65 The power of profiling learn how to sub divide this market develop the profile of your ideal customer within this demographic and use it profitably The New American Family 2 and 3 generations under one roof what does this mean to your business The 10 best advantages of marketing to boomers and seniors and how to leverage them Capitalize on conditioned behaviors and imbedded commands How to incorporate the power of frame of reference familiarity classic credibility fear and stress reduction aspirations and ambition in your advertising marketing and selling Lessons from and secrets of AARP Disney Playboy psychics and mentalists 7 figure income financial advisors dentists and lawyers the mattress store with prices starting 6X the national price average the J Crew Co Facebook Coke vs Pepsi and others

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