

# Attracting Perfect Customers

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The Product Managers Handbook, 3E  
Entrepreneurial Spirits  
Annual Report  
The Nineteenth Century and After  
Professional Networking For Dummies  
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Si Review  
Annual Reports of the Live Stock Associations of the Province of Ontario  
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a step by step approach to increasing your happiness as well as your profitability and success in business a very provocative concept gerry myers author of targeting the new professional woman most businesses spend far too much of their time and energy struggling to get new customers or hang on to existing ones even customers who are

ultimately more trouble than they're worth attracting perfect customers invites readers to move beyond the notions that business is war and winning market share means beating the other guy the authors outline a simple strategic process for making businesses so highly attractive that perfect customers and clients are naturally drawn right to them sound too good to be true Hall and Brogniez have successfully shown clients how to do it for years and now they share their secrets they prove that war-like marketing techniques seem antiquated and labor-intensive when compared to the strategic attraction planning process which requires just five minutes each day and enables any business to easily attract customers that are a perfect fit for their organization the kind of customers it is a pleasure to serve the authors reveal the six success standards of strategic synchronicity and share simple fun and easy-to-follow exercises that can be applied to any organization they walk you through the process of creating your own personalized strategic attraction plan and provide 21 supportive tips for making any company more attractive to its perfect customers attracting perfect customers will take you to a place where there is an abundance of perfect customers and clients with whom you can build strong satisfying profitable and lasting relationships

previous editions sold more than 17 000 copies now includes a CD-ROM with Excel worksheet templates and features new chapters on product management brand strategy and international perspectives Linda Gorchels is a well-known product management authority and the author of the product manager's field guide and the manager's guide to distribution channels

are you putting your best foot forward in meetings are you connecting with the right people at functions throughout your life you will find yourself in situations where professional networking will help you get to where you want to go whatever your strengths or weaknesses are you can always improve your networking skills and professional networking for dummies can show you how whether you feel ineffective at connecting with others or just want to become a better networker than you are today professional networking for dummies can help you develop great people skills professional networking for dummies explores the essential techniques of networking to get you meeting and greeting in no time it will help you get into the networking mindset and avoid such self-defeating traps as expecting immediate returns or turning off new potential colleagues you'll also discover how to overcome inhibitions make small talk and meet new contacts plus you'll find special information on networking tools and technology such as networking clubs using voice and e-mail internet networking and more through these pages you'll find out how to maximize your relationships expand your circle of influence through networking events network in the corporate world your community and in your personal life develop lifelong career building habits build

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