THE GARY HALBERT LETTER

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From: Gary C. Halbert North of Jewfish Creek Thursday, 8:37 a.m.

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Click Here to Order Joel Comm, 2008-08-01 A look at pioneering marketers on the web from a New York Times bestselling author and entrepreneur While most of us are familiar with large Internet companies such as Yahoo Google eBay and Amazon very few are aware of the thriving world of small businesses online especially in the realm of information products Click Here to Order creates an entertaining and instructive narrative that provides an in depth look at the history of the unintentionally underground movement known as infoproduct marketing and the people who have profited and succeeded in the industry

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today Overdeliver distills his expertise from working in the trenches over almost four decades to help readers build a business that maximizes both revenue and relationships Marketing isn t everything according to Brian Kurtz It s the only thing If you have a vision or a mission in life why not share it with millions instead of dozens And while you are sharing it with as many people as possible and creating maximum impact why not measure everything and make all of your marketing accountable That's what this book is all about In the world of direct marketing Brian Kurtz has seen it all and done it all over almost four decades And he lives by the philosophy Those who did it have a responsibility to teach it Here's a small sample of what you ll learn The 4 Pillars of Being Extraordinary The 5 Principles of why Original Source matters The 7 Characteristics that are present in every world class copywriter Multiple ways to track the metrics that matter in every campaign and every medium online and offline Why customer service and fulfillment are marketing functions. That the most important capital you own has nothing to do with money And much more Whether you re new to marketing or a seasoned pro this book gives you a crystal clear road map to grow your business make more money maximize your impact in your market and love what you re doing while you re doing it Kurtz takes you inside the craft to help you use all the tools at your disposal from the intricate relationship between lists offers and copy to continuity and creating lifetime value to the critical importance of multichannel marketing and more so you can succeed wildly exceed all your expectations and overdeliver every time Business Cards for Success G. Lee Mikules, 2003 Your business card is usually the first tangible thing a customer client will take with him or her after meeting you Does it communicate the message you want it to G Lee Mikules offers guidelines on how to get the most from your card from design to distribution Everyone is concerned about what is important to them before they are concerned about anything else And you as the one who hands them out must realize that your ego will clash with that of the person who receives your card The person you hand your card to does not care about your name or the fact that you have been in business for 25 years or that you have every credential possible and so forth The only thing he is interested in is what your business product or service can do for him Will it save or make him money Will it feed his ego You have to distill the essence of what your business is and most importantly what it can do for your customer into a concise benefit oriented hard hitting sales message Then put that message front and centre on your card Entrepreneur ,1994-07

Mastering the World of Marketing Eric Taylor, David Riklan, 2011-05-04 The best of the best strategies from leading marketers There are millions of ways to speak to your market today this makes choosing the best approach all the more important With methods tricks techniques strategies and platforms suited for companies and budgets of all sizes Mastering the World of Marketing reveals how 50 of the top marketers working today generate leads create brand recognition and capture new customers Covering both offline and online channels this comprehensive guide examines traditional alternative and hybrid approaches giving you the full range of what works today so you can choose what suits your business needs best Includes networking word of mouth marketing customer referrals yellow page directories radio print email marketing direct

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