

YOUR MARKETING SUCKS

A hand is holding a grey and pink hair dryer. The hair dryer is positioned horizontally, with the handle in the hand and the nozzle pointing to the right. The background is a solid pink color. The text 'ELEVATE YOUR BRAND'S IMPACT' is overlaid on the lower part of the image.

ELEVATE YOUR
BRAND'S IMPACT

MARK STEVENS

Summary Your Marketing Sucks Mark Stevens

BusinessNews Publishing



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Your Company Sucks Mark Stevens, 2011-08-02 It s every businessperson s nightmare his or her company is failing dysfunctional stuck in neutral and is disappointing overall from the finances to the customer feedback Put bluntly but candidly the company sucks That s the bad news The good news is that it doesn t have to be that way Every business can rebound from its lows regain its momentum thrill its customers and be the source of pride and profits its owners and shareholders seek This U turn must begin with you the owner or senior manager declaring war on yourself By facing the fact that the malaise is the business suffers from ultimately is your responsibility and your doing and even more important will not be rectified unless you take the lead Face the hard truth Take the difficult actions Demonstrate determination creativity and resolve *Your Company Sucks* pulls back the curtain on business performance To reveal the four real world reasons businesses decline to identify them as red flags and to provide a powerful and innovative methodology to transition from failure to flourish Mark Stevens reveals that there are not thousands of reasons businesses fail The reasons fall under four major categories 1 rudderless leadership 2 the lust to lax syndrome 3 incompetence 4 conventional thinking Identifying and addressing the reasons for your company s failure is the focus of the war This insightful book shows that the key to long term business success is for the leader to declare war on him herself so that the company never rests on its laurels It also demonstrates how customer satisfaction is a curse in disguise You don t want to satisfy your customers you want to thrill them

Your Marketing Sucks Mark Stevens, 2014-04-01 Marketing is always the primary force the catalyst the driver the tsunami for propelling the growth of a business The problem is the art and science of marketing is often poorly designed and terribly executed to the point that it just plain sucks It fails to achieve the only legitimate goal for marketing to drive a company s growth In this Tenth Anniversary edition of *Your Marketing Sucks* renowned CEO Mark Stevens guides the reader through the principles of successful business building marketing expanding on and updating his global Best Seller with fresh new content focused on state of the art guidance for building a wired brand designed to thrive in the viral era In this invaluable time tested book the

bedrock principles of extreme marketing are fused with the power of the Internet social media to deliver exponential results
It is in its totality an idea whose time has come Winning the Professional Services Sale Michael W.

McLaughlin,2009-08-06 An innovative approach to winning more profitable sales in the growing professional services industry In recent years professional services providers have had to rethink their sales methods and adapt to profound changes in the way clients buy services In response Winning the Professional Services Sale argues for fundamental changes in the seller s mindset and sales strategies Rather than pressing the sale salespeople must help clients buy the way that works best for each client This new approach gives buyers what they now want in a services seller a consultative problem solver change agent and solution integrator all rolled into one Author Michael McLaughlin presents a strategy for winning new business with a holistic approach to each client relationship Only by fully understanding a sale from every angle including its impact on the client s business and career can salespeople thrive in the new era of the service economy

Brandweek ,2004 Yearbook of Experts 2008 Mitchell P. Davis,2008-01-18 The Yearbook of Experts is a sourcebook of experts for news media interview Published since 1984 is the America s Favorite Newsroom Reference Adweek ,2004

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Marketing Sucks Mark Stevens,2013-10 Stop throwing thousand dollar bills out the window and camouflaging spending as marketing *Your Marketing Sucks* cuts through the myths that claim marketing is about advertising public relations or direct mail You should stop all marketing until you know how each component of your program justifies itself in dollars and cents and fire your advertising agency if it even thinks about applying for a Clio or other creative award Learn how marketing it is about growing the revenue profit and valuation of the business with this bestseller After reading *Your Marketing Sucks* you ll demand that the money spent on marketing bring in more money in return **Hoard's Dairyman** ,1914 *National Fruit Grower* ,1906 **Working Mother** ,2002-10 The magazine that helps career moms balance their personal and professional lives

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