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Trust Marketing Handbook

Matt Zagula, Dan S. Kennedy



Trust Marketing Handbook:

Trust Marketing Handbook Victor P. Whitney, *Trust Marketing Handbook* Victor P. Whitney, 1976-01-01 **No B.S. Trust Based Marketing** Matt Zagula, Dan S. Kennedy, 2012-07-12 My research shows we are heading into a major shake out in business that will determine the leaders for decades to come This will REQUIRE creative marketing and positionin and there is no better source than Dan Kennedy on this topic His book No B S Guide to Trust Based marketing is rich with vital insights Harry S Dent Jr author The Great Crash Ahead Trust Between Consumers and Businesses is Gone Here s How to Fix It Internationally recognized millionaire maker Dan S Kennedy joined by entrepreneur and financial consultant Matt Zagula show you how to break down the barriers caused by the trust no one mantra invading every customer s mind today They deliver an eye opening look at the core of all business trust and teach you the secrets to gaining it keeping it and using it to build competitive differentiation create price elasticity attract more affluent clients and inspire referrals You ll get the essential strategies required to build trust in an understandably untrusting world and in turn attract both business and profits Covers 8 ways to demonstrate trustworthiness to prospective clients The 1 secret desire of today s untrusting prospects how to understand it respond to it and use it to transform marketing prospecting and presentations How to avoid dumb mistakes that scream salesman to prospects Why Where can I find clients is the wrong question The right question is How can I construct a business persona and life so that clients seek me out with trust in place in advance How to keep products services and prospects away from the avalanche of competitive and confusing information online The incorrect assumption that trust is built by imparting information and knowledge and a breakthrough technique to replace this mistake

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