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No B.S. Guide to Maximum Referrals and Customer Retention: The Ultimate No Holds Barred Plan to Securing New Customers and Maximum Profits

Dan S. Kennedy, Shaun Buck

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FACT: NOTHING IS COSTLIER OR MORE DIFFICULT THAN GETTING A NEW CUSTOMER. Business owners agree. ***The referred customer is far superior to the one brought in by 'cold' advertising.*** *Yet most business owners will invest more money to find new customers than getting referrals from current, happy customers.*

Millionaire maker Dan S. Kennedy and customer retention expert Shaun Buck dare you to stop chasing new customers and keep an iron cage around the ones you already have. Kennedy and Buck present a systematic approach to help you keep, cultivate, and multiply customers so that your entire business grows more valuable and sustainable, and you replace income uncertainty with reliable income through retention and referrals.

Learn how to:
• Apply the #1 best retention strategy (hint: it's exclusive)
• Catch customers before they leave you
• Grow each customer's value (and have more power in the marketplace)
• Implement the three-step customer retention formula
• Use other people's events to get more referrals
• Create your own Customer Multiplier System
• Calculate the math and cost behind customer retention

Discover the referral-getting, sales-increasing, battle-tested tactics designed to help you build a thriving business for the long-term.

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The particular book No B.S. Guide to Maximum Referrals and Customer Retention: The Ultimate No Holds Barred Plan to Securing New Customers and Maximum Profits has a lot associated with on it. So when you read this book you can get a lot of profit. The book was compiled by the very famous author. The writer makes some research before write this book. This kind of book very easy to read you can find the point easily after reading this book.

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Are you kind of hectic person, only have 10 or perhaps 15 minute in your morning to upgrading your mind expertise or thinking skill actually analytical thinking? Then you have problem with the book when compared with can satisfy your limited time to read it because all this time you only find reserve that need more time to be read. No B.S. Guide to Maximum Referrals and Customer Retention: The Ultimate No Holds Barred Plan to Securing New Customers and Maximum Profits can be your answer given it can be read by anyone who have those short spare time problems.

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With this era which is the greater particular person or who has ability to do something more are more treasured than other. Do you want to become considered one of it? It is just simple strategy to have that. What you are related is just spending your time little but quite enough to possess a look at some books. On the list of books in the top record in your reading list is usually No B.S. Guide to Maximum Referrals and Customer Retention: The Ultimate No Holds Barred Plan to Securing New Customers and Maximum Profits. This book that is qualified as The Hungry Hillsides can get you closer in turning into precious person. By looking upwards and review this reserve you can get many advantages.

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