

10th Anniversary Edition

Your marketing sucks.

(Revised and Expanded)

Summary Your Marketing Sucks Mark Stevens

CH Cherryholmes



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Summary: Your Marketing Sucks BusinessNews Publishing, 2014-11-12 The must read summary of Mark Stevens book Your Marketing Sucks This complete summary of the ideas from Mark Stevens book Your Marketing Sucks shows how marketers need to be aware of how many sales are being generated by their marketing campaigns In his book the author tackles the eight common myths of marketing and reveals the truth behind what makes marketing effective Stevens also proposes ten rules of Extreme Marketing that focus on the most important thing making sales Added value of this summary Save time Understand key concepts Expand your marketing skills To learn more read Your Marketing Sucks and find out what you should really be doing with your marketing and why you should stay focused on making sales **Your Marketing Sucks** Mark Stevens, 2003 The marketing consultant who turned companies like Salomon Smith Barney and IBM around shares guidelines for developing an innovative effective marketing strategy **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
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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

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