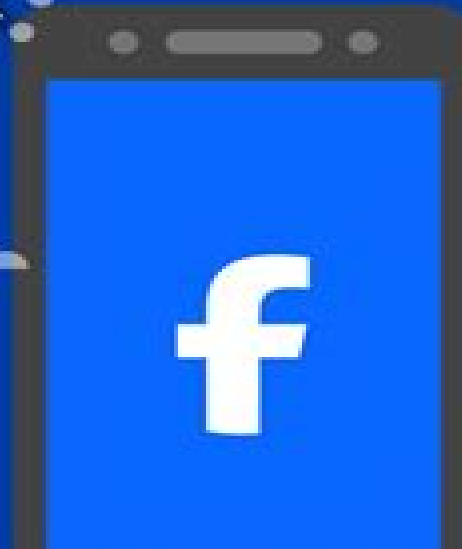


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Using Technology to Sell Jonathan London, Martin Lucas, 2013-03-15 Using Technology to Sell is filled with practical effective techniques to sell more by leveraging the plethora of tools and information in today's world. By applying these principles you'll open more doors, increase your productivity, speed up decisions and close more deals. Jill Konrath, author of SNAP Selling and Selling to Big Companies Using Technology to Sell Tactics to Ratchet Up Results shows salespeople and sales managers the most effective ways to leverage a variety of technologies to increase sales and gain more customers. Topics include making the most of cloud based customer relationship management software, putting social media to the best use, presenting on three continents simultaneously through advanced video conferencing, using advanced techniques to gain an information edge over competitors and much more. As this book shows, while the sales process will remain pretty much the same from now until the end of time, technology used properly can increase sales power at every step of the cycle. Technology in the right hands is a strategic weapon and a competitive differentiation tool that can dramatically improve close rates, deal size, efficiency, total sales and much more. Using Technology to Sell will show you how to expand your market through the use of technology. Employ software as a service (SaaS) applications to keep track of customers, stay organized, present and sell more systematically. Use social media to increase sales. Maintain the personal element in a world wired with technology. Use the best sales methodology and integrate each step with technology. Overcome any aversion to using technology to sell. Avoid the trap of overuse or dependency on technology.

How To Sell When Nobody's Buying Dave Lakhani, 2009-06-15 The most effective sales strategies for tough economic times. Today's selling environment is tough and only getting tougher. The old tactics are no longer working and the current economy is only making selling more difficult. You need sales tactics and strategies that work now and fast, even when no one wants to buy, and tactics and strategies that will work even better when they do want to buy. How to Sell When Nobody's Buying is a practical, effective guide to selling even in the toughest of times. This book is packed with new information about creating sales opportunities. Most sales strategies taught today are based on outdated information from ten, twenty, even thirty years ago and they simply don't work today. You'll find the tools and information you need to gain confidence, create powerful alliances, profitable social networks and drive your profits to unprecedented highs. Whether you sell business to business or direct to the consumer, whether you sell real estate or retail, this is the sales guide for you. Features effective, simple strategies for selling in tough economic times. Offers free or low cost prospecting tools that bring in customers by the herd. Includes case studies from top salespeople that reveal new ways to bring in customers. From sales guru Dave Lakhani, author of Persuasion, Subliminal Persuasion and The Power of an Hour. These days you need all the help you can get to sell effectively. If you want to increase your sales and drive your business forward, no matter what the economy or your industry does, learn How to Sell When Nobody's Buying.

Sell Your Own Damn Movie! Lloyd Kaufman, Sara Antill, 2012-09-10 This is the 3rd volume in Mr. Kaufman's hilarious how-to series for hard

working self starters and hard laughing cheeky filmmakers *Sell Your Own Damn Movie* covers everything you need to do to get your finished film seen by festival goers movie goers DVD buyers and web goers around the world You will be lead through a primer on the history of film distribution to a discussion of the many ways you can get your film out there either through a reputable distributor or all on your own From the realities of distribution to utilizing the internet to self distribution Mr Kaufman tells you in his habitually lucid and off the wall way Inserts include interviews and pointers from veteran distribution pros as well as directors and producers who share their own front line stories Mr Kaufman recounts his own raucous stories of marketing pleasures and nightmares from 35 years of movie making experience creating a uniquely useful and entertaining read Or in Lloyd s inimitable words The most asked question at my worldwide popular legendary renowned master class is How do I get my no budget zombie giraffe flick distributed Well have no fear because the 3rd volume in Uncle Lloydie s how to series of go to guides for filmmakers reveals the secrets methods and tricks short of prostituting yourself and selling bodily organs to getting your film distributed With Troma our legendary 35 year old independent studio Michael Herz and I have developed a low cost high impact method for low budget film distribution which has lead to a high profile brand name and a catalog of over 800 titles Now you can learn to get you movie out there too I will be your busy tour guide sharing with you my hard earned cinematic distribution know how LEARN How I achieved box office success with my fowl chicken zombie masterpiece Poultrygeist and everyone s favorite super human hero from New Jersey the Toxic Avenger for practically no money SMELL The sewer that is mainstream distribution as I drag you through the muck be farting upon you the real scoop behind indie and mainstream distribution deals MASTICATE No not that kind of masticating On the knowledge of DVD distribution as I es chew the fat and get to the skinny of Do It Yourself DVD distribution I will teach you the fundamentals of having a good website like www.Troma.com to boost your sales FEAST On my golden brown chicken puns as I cleverly cluck your brain out with the irrefutable knowledge of how I sold over 10 000 units of the 3 disc limited edition Poultrygeist DVD in a matter of months YES If you have any doubt that I will not be able turn your no budget zombie giraffe opus into box office gold then put down this book proposal No wait pick it back up pick it back up This is a recession damnit Troma needs all the money we can er I need to educate you filmmakers looking for distribution gold brown After reading my book any damn filmmaker will be able to *Sell Your Own Damn Movie* Featuring expert advice from those who have successfully sold their films David Cronenberg Director of *The Fly* Crash A History of Violence Oren Peli Director Producer of *Paranormal Activity* Ted Hope Producer of *Crouching Tiger Hidden Dragon* In the Bedroom Happiness Brad Kembel Executive Vice President of International Distribution at Summit Films Twilight James Gunn Writer Director of *Super Dawn of the Dead* Slither Jonathan Wolf Executive Vice President Independent Film and Television Alliance and Managing Director American Film Market and many more who have sold their own damn movies

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F-Commerce Handbook Paul Marsden, Paul Chaney, 2012-06 The f Commerce Handbook delivers practical guidance proven strategies and best practices to profit from Facebook as a direct sales channel It reveals ten smart but simple secrets for running profitable sales events on Facebook all designed and proven to build business and monetize efforts **The Facebook Era** Clara Shih, 2009-03-12 People in all demographics and regions of the world are more connected than ever before to the products issues places and individuals in their lives This book recognizes that we ve come to a place where people can represent their real identity both personal and professional and use the social filters on the Web to connect with the world around them Sheryl Sandberg Chief Operating Officer Facebook A must read for CEOs and other executives who want to understand Facebook and more importantly take the right actions to stay relevant and stay competitive David Mather President Hoovers Inc The 90s were about the World Wide Web of information and the power of linking web pages Today it s about the World Wide Web of people and the power of the social graph Online social networks are fundamentally changing the way we live work and interact They offer businesses immense opportunities to transform customer relationships for profit

opportunities that touch virtually every business function from sales and marketing to recruiting collaboration to executive decision making product development to innovation In The Facebook Era Clara Shih systematically outlines the business promise of social networking and shows how to transform that promise into reality Shih is singularly qualified to write this book One of the world s top business social networking thought leaders and practitioners she created the first business application on Facebook and leads salesforce com s partnership with Facebook Through case studies examples and a practical how to guide Shih helps individuals companies and organizations understand and take advantage of social networks to transform customer relationships for sales and marketing Shih systematically identifies your best opportunities to use social networks to source new business opportunities target marketing messages find the best employees and engage customers as true partners throughout the innovation cycle Finally she presents a detailed action plan for positioning your company to win in today s radically new era The Facebook Era Join the conversation www.thefacebookera.com Fan the book www.facebook.com/thefacebookera Right this minute more than 1.5 million people are on Facebook They re interacting with friends and talking about your brands They re learning about your business and providing valuable information you can use to market and sell In the Facebook Era you re closer to your customers than ever before Read this book and then go get them Clara Shih offers best practices for overcoming obstacles to success ranging from privacy and security issues to brand misrepresentation and previews social networking trends that are just beginning to emerge helping you get ahead of the curve and ahead of the competition too Includes a practical 60 day action plan for positioning your company to win in the Facebook Era For companies of all sizes in all industries and business functions ranging from marketing to operations By Clara Shih creator of Faceconnector the first business application on Facebook Learn how to Understand how social networking transforms our personal and professional relationships Why social networking will have business impact comparable to the Internet Use online social networks to hypertarget your customers Hone in on precise audience segments and then tailor custom campaigns with powerful personal and social relevance Define and implement your optimal social networking brand strategy Ask the right questions set the right goals and priorities and execute on it Implement effective governance and compliance Understand and mitigate the risks of social networking Web 2.0 initiatives [Likeable Social Media, Third Edition: How To Delight Your Customers, Create an Irresistible Brand, & Be Generally Amazing On All Social Networks That Matter](#) Dave Kerpen,Michelle Greenbaum,Rob Berk,2019-02-22 Harness the power of social media to attract new customers and transform your business More than three billion people are now on social media If you re not in the social media marketing game you re not in the game at all From one of the world s leading figures in the world of social media marketing Likeable Social Media reveals everything you need to know about building your brand and attracting and need to know insights into existing platforms content including Instagram LinkedIn and Facebook stories Likeable Social Media shows you how to Engage customers and crowdsource innovation online Create content that resonates with consumers and

provides value Integrate social media into the entire customer experience Effectively deal with criticism and negative feedback on social media Grow your audience across social channels and much more **The Publishers Weekly** ,2010

The McGraw-Hill 36-Hour Course: Online Marketing Lorrie Thomas,2010-12-28 A crash course on the most dynamic marketing platform today Online marketing has evolved far beyond flashy websites and banner ads shouting at customers about your product It s about using an array of Internet tools to build credibility and visibility spread your message and form meaningful customer relationships The McGraw Hill 36 Hour Course Online Marketing puts you on the fast track to harnessing the power of the Web for your marketing goals It begins with planning and building a website and then provides in depth coverage of essential online marketing tools and techniques such as Content marketing and blogging Social media marketing Web analytics Search Engine Optimization SEO E mail marketing Online Public Relations Earn a Certificate of Achievement Through A Free Online Examination The McGraw Hill 36 Hour Course Online Marketing spells it all out in easy to understand terms and actionable steps You re already on your way to Web marketing mastery The Social Commerce Handbook: 20 Secrets for Turning Social Media Into Social Sales Paul Marsden,Paul Chaney,2012-10-09 The hands on guide to successful selling with social media sites Brandweek ,2010-10 *Adweek* ,2009 Business Review Weekly ,2008

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