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Drilling Down: Turning Customer Data into Profits with a Spreadsheet Jim Novo,2004-06-18 I spend a lot of time in marketing oriented discussion lists If you do you probably also sense the incredible frustration of people who keep asking about using their customer data to retain customers and increase profits Everybody knows they should be doing it but can t find out how to do it Consultants and agencies make this process sound like some kind of black magic something you can t possibly do yourself I disagree I think the average business owner can do a perfectly decent job creating profiles and using them to retain customers and drive profits Thus the book The examples provided are Internet specific but the methods can be used in any business where customer data is available This book is about the down and dirty nitty gritty art of taking chunks of data generated by your customers and making sense of it getting it to speak to you creating insight into what types of marketing or general business actions you can take to make your business more profitable We ll be talking about action oriented ideas you can generate on your own to drive sales and profits ideas that will reveal themselves by analyzing your own customer data using only a spreadsheet We have all heard how important it is to collect customer data to know your customer What I don t hear much about is what exactly you DO with all that data once you have collected it How is it used What exactly is Drilling Down into the data supposed to tell me and what am I looking for when I get there For that matter what data should I be collecting and how will I use it when I have it And how much is this process going to cost me The following list outlines what you will learn and be able to do after reading the Drilling Down book What data is important to collect about a customer and what data is not How to create action oriented customer profiles with an Excel spreadsheet How to use these profiles to plan marketing promotions How to use these profiles to define the future value of your customers How to use these profiles to measure the general health of your business How to use these profiles to encourage customers to do what you want them to How to predict when a customer is about to defect and leave you How to increase your profits while decreasing your marketing costs How to design high ROI Return on Investment marketing promotions How to blow away investors with predictions of the future profitability of your business Table of Contents Chapter 1 What s a Customer Profile Chapter 2 Data Driven Marketing Customer Retention Basics Chapter 3 The Language of Data The Science of Profit Chapter 4 Interactivity Changes the Rules of the Game Chapter 5 How to Build a Customer Profiling Spreadsheet Chapter 6 How to Profile Score Your Customers Chapter 7 Marketing Using Customer Scores Basic Approach Chapter 8 Using Customer Characteristics and Multiple Scores

Chapter 9 Watching Scores over Time Customer LifeCycles Chapter 10 Customer Scoring Grids Profiling on Steroids Chapter 11 Calculating and Using LifeTime Value in Promotions Chapter 12 Turning Profiles into Profits the Staging Area Chapter 13 Turning Profiles into Profits the Financial Model Chapter 14 Turning Profiles into Profits Financial Tweaks Chapter 15 Measuring Success in Best Customer Promotions Chapter 16 Some Final Thoughts Seasonal Adjustments to Marketing Promotions Don't Fight Customer Behavior CRM Software and Customer Scoring Data Driven Marketing Program

Descriptions There's more Automate the basic customer scoring process on large groups of customers Use the software included free with this edition Windows OS and MS Access and Excel required to run the software *Start Your Own Online Coupon or Daily Deal Business* Rich Mintzer, / Entrepreneur magazine, 2013-09-17 The online coupon and daily deal industries are booming as people from all socio economic groups are seeking deals and discounts in these trying economic times The experts at Entrepreneur deliver the startup details behind this hot opportunity and show eager entrepreneurs how to cash in on internet savvy savers Unlike old school design your own coupon book titles this book moves straight into computer technology and proceeds to the latest trend in couponing apps which provide deals to mobile users in any location Many daily deal businesses do not work to enhance the experience for their merchants Readers however can learn how to do so Experts in the industry are also included such as Marc Horne co creator of Daily Deal Builder who discusses what it takes to build a daily deal site David Teichner CEO of Yowza who brought deal apps to iPhones and several business owners who have tried their luck at running daily deal They discuss what they have learned from the process Currently there are few if any other books on how to start a daily deal business and the coupon books focus on how to use coupons and even on extreme couponing but not on running an online coupon business This is a unique title which provides those who enjoy offering deals and discounts to get started in an industry that is still growing *Airline e-Commerce* Michael Hanke, 2016-05-20 From the few tickets that were sold by Alaska Airlines and former British Midland in December 1995 via the industry's first airline booking engine websites global online travel has grown to generate today more than half a trillion dollars in annual revenue This development has brought significant changes to the airline business travel markets and consumers Today airlines worldwide not only use e commerce for online marketing and selling but also as a platform to offer unique services and capabilities that have no counterpart in the physical world This book is an in depth introduction to airline e commerce It covers a broad scope of areas that are essential to an airline's ongoing digital transformation Digital properties features E marketing E sales distribution Web customer service E commerce organization E commerce strategy Written by an airline e commerce expert and illustrated with numerous examples of leading airlines in this area Dr Hanke provides for comprehensive behind the scenes details of how airline e commerce works This book is a crucial companion for students and practitioners alike because it allows the reader to acquire a thorough foundation of airline e commerce Furthermore the book enables the reader to appreciate the ramifications of airline e commerce in certain corporate areas

and to take effective action for a successful e commerce strategy **Customer Service in Tourism and Hospitality** Simon Hudson,Louise Hudson,2017-09-30 A fully revised and updated new edition of this bestselling text New material covers issues such as the sharing economy technology Virtual Reality and use of robots and use of big data to personalize experiences and encourage loyalty **Customer Service for Hospitality and Tourism** Simon Hudson,Louise

Hudson,2022-03-20 A fully updated new edition of this bestselling text that explains not only the theory behind the importance of customer service but also acts as a guidebook for those wishing to put this theory into practice With 10 new international cases focusing on how some in the hospitality sector have adapted and thrived during the COVID 19 pandemic

Starting an Online Business All-in-One Desk Reference For Dummies Shannon Belew,Joel Elad,2009-03-16 If you ve thought of starting an online business or if you re already selling online here s how to get your share of online customers This second edition of Starting an Online Business All in One For Dummies covers everything from creating a business plan and building a customer friendly site to marketing with Facebook and MySpace There s even a section about setting up shop in the virtual world of Second Life Eleven handy minibooks cover online business basics legal and accounting Web site design online and operating Internet security boosting sales retail to e tail storefront selling fundraising sites niche e commerce and e commerce advanced You ll learn to Build a business plan that translates your ideas into a profitable enterprise Choose software to help you manage taxes balance sheets and other accounting chores Create a Web site that helps your business make money Fill orders pack and ship merchandise and manage stock Set up budget for and implement a plan to protect vital computer equipment Use PR and advertising tools that best promote your business online including Google AdWords Choose what sells best in Second Life and earn real money from your virtual store Market through niche communities find and use special marketing tools for nonprofit organizations and apply successful mobile marketing techniques Inside the book you ll even find a Google AdWords gift card worth 25 to help spread the word about your online business **Civil,**

criminal and justices codes ,1892 **The Codes and General Laws of Oregon** Oregon,1892 **Aim/far 2005** Charles F. Spence,2004-10 AIM FAR is a meticulously accurate and always up to date resource of federally required rules and regulations for general aviation flying covering the most important issues pilots face Editor Charlie Spence tracks the FAA changes and rulemaking throughout the year to bring pilots the best most complete information possible for current conditions **Century Edition of The American Digest** ,1899 Pizza Today ,1993 **Windows Magazine** ,1995

Newsletter Namibia Economic Society,2001 **"Code of Massachusetts regulations, 1997"** ,1997 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020

yale journal on regulation ,1992 **TechTV's Starting an Online Business** Frank Fiore,2001 Author Frank Fiore gives the reader a foundation for starting an online business The book is divided into 5 parts It starts with an explanation of e commerce what to sell how to sell it how to plan it and where to find the money to fund it Then it gives the reader the basics

of setting up shop on the Web where to host it some e commerce Dos and Don ts and how to take orders and ship them Finally it will cover the essentials of marketing and promoting their new business The book is organized in such a way that the reader can quickly find a topic and get the information they need to set up their own online business **"Code of Massachusetts regulations, 2004"** ,2004 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 *"Code of Massachusetts regulations, 1998"* ,1998 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020 The Power of Scarcity: Leveraging Urgency and Demand to Influence Customer Decisions Mindy Weinstein,2022-11-08 Drive revenue and grow your business by using the powerful concept of scarcity Scarcity isn t just one of the key principles of influence it s arguably the most powerful invoking the kind of primal instincts that were essential to our ancestors survival It s also the explanation for why in the mid 1990 s 29 99 Tickle Me Elmo dolls were being scalped for 7 000 apiece And yet for all its power scarcity is a principle that s little understood even as it s frequently employed in sales and marketing campaigns Research on scarcity is published mainly in academic journals not easily accessible to the mainstream public and often written from an economic rather than psychological point of view In The Power of Scarcity Dr Mindy Weinstein leverages her deep expertise in both marketing and psychology to reveal how this influence principle can be used to boost sales win negotiations spark action develop community build customer loyalty and more As a digital marketer and doctor of philosophy in psychology she brings both practical and academic insights to explain the psychology behind scarcity why it has such an immense impact on decision making and how used correctly and ethically it can influence the people who buy your products or services In these pages you ll gain a deeper understanding of why and how scarcity works in business and specifically how different types of scarcity messages supply related demand related time related or limited edition affect our brains You ll see it in action from multiple perspectives through case studies research findings and eye opening interviews with current and former executives from brands that include McDonald s Harry David and 1 800 Flowers as well as real life customers firsthand experiences For anyone involved in sales and marketing today The Power of Scarcity is a rare find combining the best research on the subject as well as hands on tactical ways to apply the psychology behind it to knowledgeably harness that power to bolster your business

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