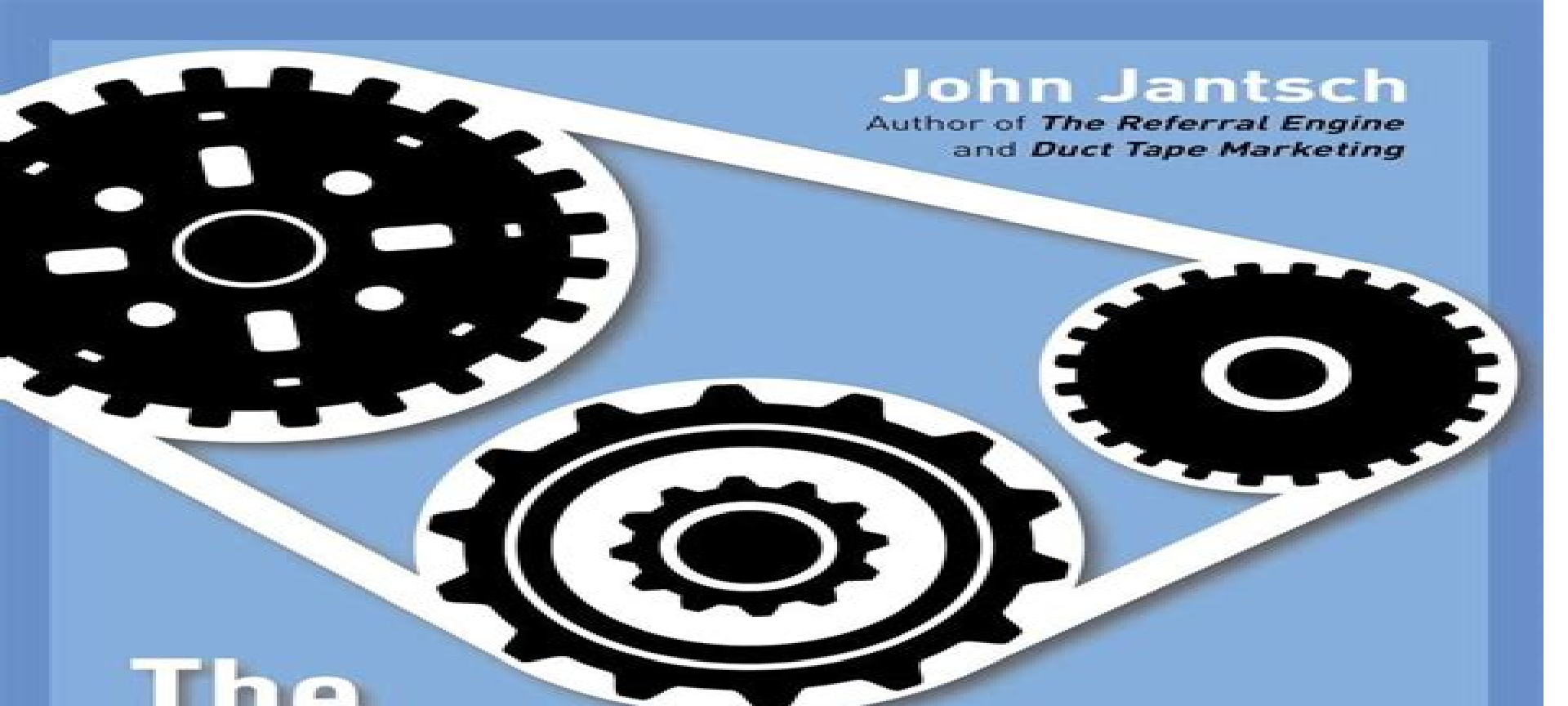




John Jantsch

Author of *The Referral Engine*
and *Duct Tape Marketing*

The Commitment Engine

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The Commitment Engine John Jantsch, 2012-10-11 Why are some companies able to generate committed long term customers while others struggle to stay afloat Why do the employees of some organizations fully dedicate themselves while others punch the clock without enthusiasm By studying the ins and outs of companies that enjoy extraordinary loyalty from customers and employees John Jantsch reveals the systematic path to discovering and generating genuine commitment Jantsch's approach is built on three foundational planks which he calls the clarity path the culture patron and the customer promise He draws on his own experiences and shares true stories from businesses like Threadless Evernote and Warby Parker His strategies include these Build your company around a purpose People commit to companies and stories that have a simple straightforward purpose Understand that culture equals brand Build your business as a brand that employees and customers will support Lead by telling great stories You can't attract the right people or get them to commit without telling a story about why you do what you do Treat your staff as your customer A healthy customer community is the natural result of a healthy internal culture Serve customers you respect It's hard to have an authentic relationship with people you don't know like or trust As Jantsch says Have you ever encountered a business where everything felt effortless The experience was perfect and the products people and brand worked together gracefully You made an odd request it was greeted with a smile You went to try a new feature it was right where it should be You walked in sat down and felt right at home Businesses that run so smoothly as to seem self managed aren't normal In fact they are terribly counterintuitive but terribly simple as it turns out As a follow up to *The Referral Engine* this is about more than just establishing leads it's about building a fully alive business that attracts customers for life

Duct Tape Selling John Jantsch, 2014 This book teaches sales professionals how to apply the tactics of traditional marketing to their daily work In *Duct Tape Selling* salespeople will learn how to develop a marketing based system to dramatically increase their effectiveness stand above their competitors and add value to their customer relationships Jantsch flips the traditional business model where marketers owned the message while sellers owned the relationships on its head These days he argues marketers must get better at relationships and sales must perfect the message and delivery A new paradigm gives salespeople the tools to think and act more like successful marketers The art of selling has evolved tremendously over the last few years Today's hectic pace demands that sales professionals rethink their strategies and practices They must attract teach convert serve and measure while developing an individual brand that stands for trust and expertise Now the popular author of *Duct Tape Marketing* teaches sales professionals how to apply the tactics of traditional marketing to their daily work In *Duct Tape Selling* salespeople will learn how to develop a marketing based system to dramatically increase their effectiveness stand above their competitors and add value to their customer relationships Jantsch flips the traditional business model where marketers owned the message while sellers owned the relationships on its head These days he argues marketers must get better at relationships and sales must perfect the

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