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Build Loyalty Without Discounts: Emotional Connection That Retains Buyers Okechukwu Divine Obioma ,2025-09-12

Most businesses rely on discounts and price cuts to keep customers coming back But here s the secret true loyalty has nothing to do with slashing prices and everything to do with emotional connection Build Loyalty Without Discounts is your guide to creating unshakable customer relationships that last even in a competitive market Whether you re a small business owner freelancer marketer or entrepreneur this book shows you how to win hearts not just transactions Inside you ll learn Why emotional connection is stronger than any coupon code How to turn casual buyers into lifelong advocates Proven techniques to communicate your brand s value without racing to the bottom Simple storytelling methods that spark trust and deepen relationships Retention systems that make customers proud to buy from you again and again This isn t about gimmicks It s about creating experiences that matter building trust that lasts and establishing a brand people choose even when cheaper options exist If you re tired of eroding profits with endless promotions it s time for a smarter play Build Loyalty Without Discounts will help you keep customers close boost lifetime value and grow your busin ess the sustainable way

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Weiss,2016-03-16 A discussion based learning approach to corporate finance fundamentals Lessons in Corporate Finance explains the fundamentals of the field in an intuitive way using a unique Socratic question and answer approach Written by award winning professors at M I T and Tufts this book draws on years of research and teaching to deliver a truly interactive learning experience Each case study is designed to facilitate class discussion based on a series of increasingly detailed questions and answers that reinforce conceptual insights with numerical examples Complete coverage of all areas of corporate finance includes capital structure and financing needs along with project and company valuation with specific guidance on vital topics such as ratios and pro formas dividends debt maturity asymmetric information and more Corporate finance is a complex field composed of a broad variety of sub disciplines each involving a specific skill set and nuanced body of knowledge This text is designed to give you an intuitive understanding of the fundamentals to provide a solid foundation for more advanced study Identify sources of funding and corporate capital structure Learn how managers increase the firm's value to shareholders Understand the tools and analysis methods used for allocation Explore the five methods of valuation with free cash flow to firm and equity Navigating the intricate operations of corporate finance requires a deep and instinctual understanding of the broad concepts and practical methods used every day Interactive discussion based learning forces you to go beyond memorization and actually apply what you know simultaneously developing your knowledge skills and instincts Lessons in Corporate Finance provides a unique opportunity to go beyond traditional textbook study and gain skills that are useful in the field

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