

The Revenue Growth Habit



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The Revenue Growth Habit:

The Revenue Growth Habit Alex Goldfayn,2015-07-07 800 CEO Read Sales Book Of The Year for 2015 Forbes 15 Best Business Books of 2015 The chapters 46 of them in this 256 page book are quick and concise and it is easy to pick it up anywhere and find a nugget of easily actionable advice but the kicker is that the actions he recommends are also quick and concise so that we can accomplish them in the few bursts of spare time we all have left 800CEORead com Follow Goldfayn s brilliant advice and you will have an endless supply of customer testimonials spontaneous referrals and new business and it will compel you to buy a beautiful fountain pen and stop obsessing over social media His advice simply works Inc com Grow your business by 15% with these proven daily growth actions Do you have trouble finding time during your hectic day to grow your business Is your company stalled because you are too busy reacting to customer problems Do you lack the funds to jumpstart an effective marketing plan The Revenue Growth Habit gives business owners leaders and all customer facing staff a hands on resource for increasing revenue that is fast easy and requires no financial investment Alex Goldfayn CEO of the Evangelist Marketing Institute shows how to grow your organization by 15% or more in 15 minutes or less per day without spending a penny of your money Forget about relying on social media Posting on Twitter Facebook and LinkedIn doesn t grow revenue especially for business to business companies The Revenue Growth Habit shows how to request and collect testimonials and how to communicate these testimonials to grow your business You will discover how to write powerful case studies ask for and get referrals grow your lists and send a revenue growing newsletter Goldfayn also includes information for teaching your customer service people how to inform your current clients about what else they can buy from you This proven approach revolves around letting your customers tell your story There is nothing you can say about your products and services that is more effective than what your paying customers say How does it work Each day take one quick proactive communication action that tells someone about how they ll be improved after buying from you Choose from the 22 actions Goldfayn details in The Revenue Growth Habit Each technique is fast simple and free It only requires your personal effort to communicate the value of your product or service to someone who can buy from you Personal communication the key to the 22 action steps will make your company stand head and shoulders above the competition

Summary of The Revenue Growth Habit - [Review Keypoints and Take-aways] PenZen Summaries,2022-11-28 The summary of The Revenue Growth Habit The Simple Art of Growing Your Business by 15% in 15 Minutes a Day presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of The Revenue Growth Habit is a compilation of methods that can be used to raise the amount of money you make as well as increase the amount of exposure you receive from potential and current clients These approaches are fast simple and economical consequently they are ideal for conveying your message to the individuals who are most important to you The Revenue Growth Habit summary includes the key points and important takeaways from the book The Revenue Growth Habit

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