Record Nr. UNINA9910454738503321 Autore Vitale Joe <1953-> **Titolo** Inspired marketing [[electronic resource]]: the astonishing fun new way to create more profits for your business by following your heart // Joe Vitale, Craig Perrine Hoboken, N.J., : John Wiley & Sons, Inc., c2008 Pubbl/distr/stampa **ISBN** 1-281-37404-0 9786611374044 0-470-28526-5 Edizione [1st edition] Descrizione fisica 1 online resource (226 p.) Altri autori (Persone) PerrineCraig <1968-> Disciplina 658.8 Soggetti Selling - Psychological aspects Marketing - Psychological aspects Creative ability in business Success in business Businesspeople Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Includes index. Note generali Includes bibliographical references and index. Nota di bibliografia Nota di contenuto Inspired Marketing! The Astonishing Fun New Way to Create More Profits for Your Business by Following Your Heart; Acknowledgments; Contents; Introduction; Chapter 1: How to Create the Most Unusual and Unforgettable Marketing of Your Life; Chapter 2: Dread Marketing? Not Any More: Chapter 3: So. You Want a Big Success Story?: Chapter 4: What Happens When Proven Marketing Know-How Meets Inspiration?: Chapter 5: How Asking the Right Questions Can Spark Out-of-This-World Inspiration; Chapter 6: 101 Reasons to Follow Your Inspiration Chapter 7: How to Tell the Difference between Inspiration and a Wild Goose ChaseChapter 8: Give What You Love and the Money Will Follow; Chapter 9: The Secret to Inspired Marketing Is ; Chapter 10: Follow the Chain of Inspiration; Chapter 11: A Heartfelt Story Heard around the World . . .; Chapter 12: A View of Faith, Success, Search Engine Savvy,

and Inspiration from a Bench in Beulah, Colorado; Chapter 13: From Blues Guitar to Portable Empire... One Man's Inspired, Fun, and Even

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Inspired Marketing! presents the inside secrets of today?s most successful marketers. If you sell anything, this handy, practical, rainmaking guide reveals a new way to sell without resorting to hype, scare tactics, or manipulation using an amazing step-based model anyone can apply. If you?re a salesperson or marketer who knows that the old tactics no longer work and that long-term success requires fresh ideas, this is the perfect guide for you.