

# 138 QUICK IDEAS TO GET MORE CLIENTS

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Professionals'  
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HOWARD L. SHENSON / JERRY R. WILSON

# 138 Quick Ideas To Get More Clients

**Linda Sparks**



### **138 Quick Ideas To Get More Clients:**

**138 Quick Ideas to Get More Clients** Howard L. Shenson, Jerry R. Wilson, 1993-10-22 America's most sought after consulting guru shows you how to successfully market your services and make more money Contains 138 insider secrets for building a client base applicable to a broad range of professionals inside or outside consulting Features invaluable marketing do's and don'ts and covers such topics as direct mail networking cultivating referrals media contacts preparing contracts and setting fees *151 Quick Ideas to Get New Customers (EasyRead Super Large 24pt Edition)* , [151 Quick Ideas to Get New Customers](#) Jerry R. Wilson, 2005-01-01 Outlines dozens of strategies for attracting and fostering loyalty in customers sharing low cost ideas in a series of bite sized entries that can be readily implemented for immediate effect [151 Quick Ideas to Inspire Your Staff \(EasyRead Super Large 18pt Edition\)](#) , **151 Quick Ideas to Inspire Your Staff** Jerry Wilson, 2008-08-13 Every quick idea in this book has been selected to directly or indirectly help you gain and retain customers create relationships and build a successful business [Guerrilla Marketing for Consultants](#) Jay Conrad Levinson, Michael W. McLaughlin, 2011-01-06 Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client buyers with a glut of information at their fingertips and doubts about the value consultants add Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients Packed with information this step by step guide details the 12 marketing secrets every consultant should know the anatomy of a marketing plan Web sites sources of free publicity direct mail marketing winning proposals and more Jay Conrad Levinson San Rafael CA is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books including the bestselling Guerrilla Marketing series Michael W McLaughlin Mill Valley CA has been a partner with Deloitte Consulting since 1994 **Security Consulting** Charles A. Sennewald, 2012-12-31 Since 9/11 business and industry has paid close attention to security within their own organizations In fact at no other time in modern history has business and industry been more concerned with security issues A new concern for security measures to combat potential terrorism sabotage theft and disruption which could bring any business to its knees has swept the nation This has opened up a huge opportunity for private investigators and security professionals as consultants Many retiring law enforcement and security management professionals look to enter the private security consulting market Security consulting often involves conducting in depth security surveys so businesses will know exactly where security holes are present and where they need improvement to limit their exposure to various threats The fourth edition of Security Consulting introduces security and law enforcement professionals to the career and business of security consulting It provides new and potential consultants with the practical guidelines needed to start up and maintain a successful independent practice Updated and expanded information is included on marketing fees and expenses forensic

consulting the use of computers and the need for professional growth Useful sample forms have been updated in addition to new promotion opportunities and keys to conducting research on the Web The only book of its kind dedicated to beginning a security consulting practice from the ground up Proven practical methods to establish and run a security consulting business New chapters dedicated to advice for new consultants information security consulting and utilizing the power of the Internet The most up to date best practices from the IAPSC     151 Quick Ideas to Increase Sales Linda Sparks, 2006-01-01 Sales is the lifeblood of the vast majority of companies Without the influx of new business most organizations would wither and die So sales must be successful not just once in a while but constantly every month every week every day Because we constantly need more sales we also need new ideas for identifying and contacting our prospects for understanding and meeting their needs and most of all for inspiration to fight the good fight This book will be a wise and ambitious member of your sales team a one time investment that will pay for itself over and over again No commissions required 151 Quick Ideas to Increase Sales is all about increasing the return on the investment you make in your organization's business development program It will break down the walls between the sales function and the other promotional elements in a typical marketing mix allowing for a more synergistic approach to sales 151 Quick Ideas to Increase Sales shows you proven sales tactics from a variety of business models and how to put them to work in your own programs Tactics such as Branding Your Products Creating Cross Promotions Letting direct mail deliver Selling More to Existing Clients Reaching Out to the Community These ideas will allow you to leverage the assets and momentum present in your existing system and use your skills and knowledge to get exactly what you need and want more sales Linda Sparks has spent more than 25 years in the field of sales She began her career as an outside sales representative learning to unearth customer needs then sell products and services to meet those needs In 1990 Sparks founded Performance Development Company a business consulting and training firm where she served as president for 10 years For the last five years Sparks has worked as an independent consultant helping her clients take a more integrated approach to business development She is the co author of Business Development is Everyone's Business She and her husband Jim live in Tucson Arizona     **Handbook of Human Resource Management in Government** Stephen E. Condrey, 2010-08-02 HANDBOOK OF HUMAN RESOURCE MANAGEMENT IN GOVERNMENT THIRD EDITION The practice of public human resource management has evolved significantly in recent years due to increased outsourcing privatization and the diminution of public employee rights This thoroughly revised and updated edition of the classic reference Handbook of Human Resource Management in Government offers authoritative state of the art information for public administrators and human resource professionals The third edition features contributions from noted experts in the field including Donald E Klingner Mary E Guy Jonathan P West Jeffrey L Brudney Montgomery Van Wart J J Steven Ott Norma M Riccucci and many more Praise for the Handbook of Human Resource Management in Government This third edition of the Handbook of Human Resource Management in Government is an essential resource for scholars practitioners and general readers in need of

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More 101 Best Home-based Businesses for Women Priscilla Y. Huff, 1998 This book picks up right where 101 Best Home Based Businesses for Women lets off with 101 more businesses women can set up and run successfully from their own homes These operations run the gamut from mail order to the arts franchises to consumer services high tech to health care

**Emerging Trends and Issues in Management Consulting** Anthony F. Buono, 2009-04-01 The ninth volume in the Research in Management Consulting RMC series much like the volumes that preceded it underscores that management consulting is a multifaceted field with a truly eclectic nature Management consultants range from sole practitioners and those working in small boutique firms to members of global consultancies that literally span the world Their interventions

can consist of relatively simple commonly available services focused on mid to lower level organizational members to those that are far more esoteric in nature providing vital assistance and direction to key players at the upper echelons of the corporate hierarchy As consultants we can have individuals groups and work units or organizations as our client and engagements can be dominated by junior level specialists or guided by senior level gurus and advisors The volume contains 11 chapters that continue the RMC series commitment to enhancing our understanding of and insight into management consulting and the consulting process from a cross cultural global perspective The book is divided into three sections that explore emerging issues and challenges in the management consulting industry trends and techniques in management consulting interventions and reflections on consulting and the consulting process This volume which captures the dual nature possibilities and challenges associated with management consulting adds to the Janus faced portrayal of the field Drawing on the interplay between practice and scholarship the volume adds to the series goal of gaining a fuller understanding of management consulting theory in practice and practice in context in a quest for actionable knowledge about consultants consultancies and the consulting process *Handbook of Human Resources Management in Government* Stephen E. Condrey, 2005-04-18 In this thoroughly updated edition of a classic reference Stephen E Condrey brings together leading experts in public administration and HR management to detail how you can Move beyond your often limited problem solving role as an HR manager and demonstrate how you can play a more strategic role in your organization Deal with crucial issues such as diversity EEO regulations and other legal issues compensation sexual harassment and performance appraisal Expand your ability to maximize productivity efficiency and employee satisfaction Develop budgets use volunteers and employ consultants Also included with purchase is a free supplemental on line Instructor s Manual Order your copy now No Nonsense: Attract New Customers Jerry R. Wilson, 2020-12-12 Your customer centric guide to everything from dealing with that unhappy customer to why not to give up on lost customers This must read book provides you with the mindset tools and techniques you need to successfully prospect for new customers Roger Looyenga chairman CEO ret Auto Owners Insurance For most businesses attracting new customers is a never ending effort anchored in uncertainty frustration and knee jerk reactions No Nonsense Attract New Customers takes the mystery out of creating an ongoing plan with proven tactics to keep the phone ringing and the door swinging The basic concept Attract an endless flood of new customers at little or no cost No Nonsense Attract New Customers demonstrates that you don t have to use expensive and never ending sales events coupled with expensive advertising and energy zapping promotions to turn on a constant never ending flow of new prospects And you don t have to invent any new approaches concepts or buzzwords to do it Just follow some of the 100 proven ideas and discover amazing results fast Wilson spent more than twenty five years researching what his clients small and medium sized businesses need to do to be successful in today s marketplace These powerful ideas work Each is presented in a bite sized package that encourages instant execution No long chapters with endless justifications pontifications philosophy and

personal stories Just 151 great practical ideas any business manager and owner can use to make business increase How much could just one good idea be worth to you It could be worth a fortune How much has McDonald s made by selling millions of Happy Meals Don t overlook the one good idea that could make your business a success **The Best Home Businesses for the 21st Century** Paul Edwards,1999-09-13 This invaluable guide provides comprehensive profiles of more than one hundred hot new businesses that promise the top opportunities for small business people in the future Paul and Sarah Edwards explore the best opportunities for self employment in the next century ranging from being a business network organizer to running a transcript digesting service and provide expert step by step advice on the skills and knowledge needed to startup the start up costs pricing and potential earning the best ways to get new business the advantages and disadvantages of each business the hands on advice of those already in the field In addition to the nearly one hundred businesses profiled an expanded section on The Best of the Rest explores dozens of additional top businesses to watch for The Best Home Businesses for the 21st Century is the smartest most complete book available for anyone looking for right ways to make it on their own **Engineer's Guide to Lifelong Employability** ,1997 **Entrepreneur Magazine's how to Become a Consultant** John Riddle,2001 **Sell Yourself** Fred Berns,1998-04 The Consultants' Survival Guide Marsha D. Lewin,1997-03-28 Practical advice from Marsha D Lewin On success as a consultant Over these decades of consulting the most successful consultants I ve known were self starters whose enthusiasm individualism and drive did not blend with big business norms They saw a problem identified what needed to be done and went on to solve it They didn t wait for committees to pass on the idea and to run it up the corporate ladder for serial approval On surviving in a cyclical economy Plan ahead for the inevitable downturn in the economy That s clearly the way to be in the best position to be able to endure the hard times The down cycle may not be accommodating enough however to hit us after we ve put away all the money we had planned on and will need for the future That s why advance planning strategies must be supplemented by strategies to cope with an existing economic peril And once you ve made it through the dangerous times you ll want to evaluate your situation to ensure that you adjust your strategies from survival mode to those that enable you to plan ahead until the next threat On strategy Strategies are fundamental mental and emotional underclothes visible only to you and yours Our strategic plan is the mooring the underpinning that we use as our target for the tactics with which we deal in our daily lives On controlling expenses I emphasize reviewing your expenses periodically because situations change and pricing of various options changes as well If you make decisions on a never again basis you might find you are paying way too much for the basic services and you are merely causing yourself to work harder to stay in the same place from The Consultant s Survival Guide When businesses government agencies and other organizations are faced with problems they can t solve on their own they turn to you the management consultant for expertise perspective and rational solutions But what happens when your business is threatened by forces you can t control Who helps you put your problems in perspective analyze your

situation and find a remedy Is there a consultant s consultant There is now In her thirty years as a management consultant Marsha D Lewin has seen it all the booms the busts the endless uncertainties She knows that some consultants ride out the tough times with relative ease while others equally talented are quickly overwhelmed In The Consultant s Survival Guide she reveals 14 strategies that will keep your consulting practice going through good times and bad and she offers specific tactics you can use to make sure your strategies succeed You ll learn how to Cut expenses in hard times without undercutting the quality of your services Keep your fees up and your clients smiling Avoid giving away the store when writing a proposal Ensure that your work produces a tangible result for clients Use downtime to build up your business Expand the geographical perimeters of your client base Market your services without spending a dime Develop and maintain a reputation as a competent conscientious reliable consultant Many of the strategies and tactics you ll discover in this book will help boost your profits in any business climate Others are rules to live by that should influence every action of your professional life All are practical steps that you can implement easily to make your practice stronger more profitable and more fit for survival starting today

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## **Table of Contents 138 Quick Ideas To Get More Clients**

1. Understanding the eBook 138 Quick Ideas To Get More Clients
  - The Rise of Digital Reading 138 Quick Ideas To Get More Clients
  - Advantages of eBooks Over Traditional Books
2. Identifying 138 Quick Ideas To Get More Clients
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an 138 Quick Ideas To Get More Clients
  - User-Friendly Interface
4. Exploring eBook Recommendations from 138 Quick Ideas To Get More Clients
  - Personalized Recommendations
  - 138 Quick Ideas To Get More Clients User Reviews and Ratings
  - 138 Quick Ideas To Get More Clients and Bestseller Lists
5. Accessing 138 Quick Ideas To Get More Clients Free and Paid eBooks
  - 138 Quick Ideas To Get More Clients Public Domain eBooks
  - 138 Quick Ideas To Get More Clients eBook Subscription Services

- 138 Quick Ideas To Get More Clients Budget-Friendly Options
- 6. Navigating 138 Quick Ideas To Get More Clients eBook Formats
  - ePub, PDF, MOBI, and More
  - 138 Quick Ideas To Get More Clients Compatibility with Devices
  - 138 Quick Ideas To Get More Clients Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of 138 Quick Ideas To Get More Clients
  - Highlighting and Note-Taking 138 Quick Ideas To Get More Clients
  - Interactive Elements 138 Quick Ideas To Get More Clients
- 8. Staying Engaged with 138 Quick Ideas To Get More Clients
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers 138 Quick Ideas To Get More Clients
- 9. Balancing eBooks and Physical Books 138 Quick Ideas To Get More Clients
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection 138 Quick Ideas To Get More Clients
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine 138 Quick Ideas To Get More Clients
  - Setting Reading Goals 138 Quick Ideas To Get More Clients
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of 138 Quick Ideas To Get More Clients
  - Fact-Checking eBook Content of 138 Quick Ideas To Get More Clients
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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