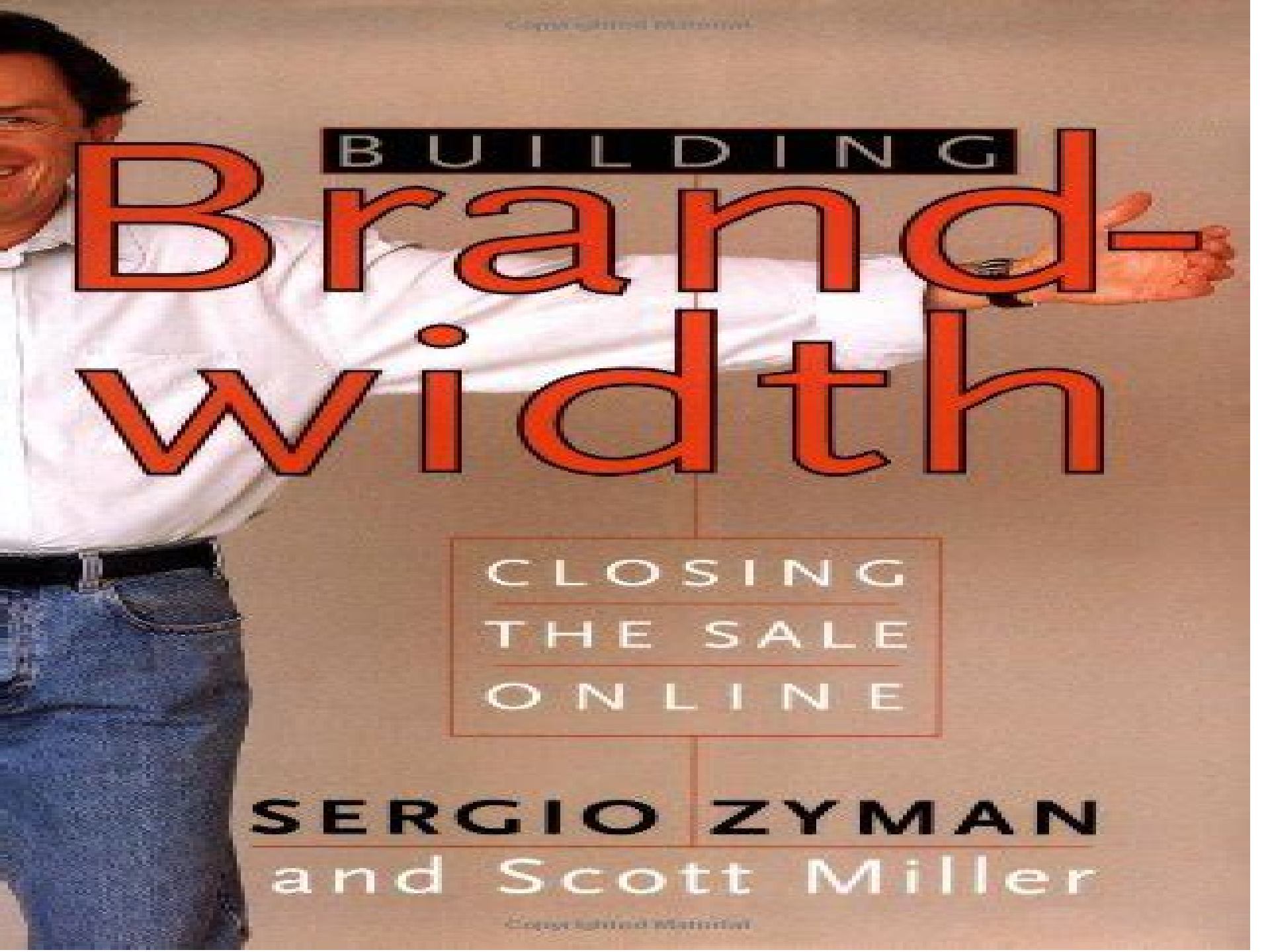




BUILDING Brand- width

CLOSING
THE SALE
ONLINE

SERGIO ZYMAN
and Scott Miller

Building Brandwidth Closing The Sale Online

Bruce R. Barringer,R. Duane Ireland

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the author's name.

Building Bandwidth Closing The Sale Online:

Building Bandwidth Sergio Zyman, Scott Miller, 2000-10-24 Now the world's most famous marketer Sergio Zyman has teamed up with Scott Miller to present a brilliant and irascible take on e marketing as it really is and how it's supposed to be just as Zyman's best selling *The End of Marketing as We Know It* signaled the end of traditional marketing marketing as corporate ornamentation somehow existing apart from the serious business practice of selling more people more stuff more often Building Bandwidth takes on the myth that this cool hip new technology needs cool hip new marketing to make the sale Marketing is marketing building a brand online takes discipline and sweat just as it does offline Too many Internet start ups are betting on irreverent advertising and in jokes to do magic to create instant brand awareness build traffic develop commerce create buzz and enable the brand to rise to the top But irreverent too often means irrelevant Meanwhile sales stagnate or nosedive Ever since the Internet bubble burst Web companies live by the law of the jungle rules of all companies In this illuminating book you'll learn why Building bandwidth isn't about being trendy It's about closing the sale online and using some of the back to the principles of e merchanting to do that Everything you knew about mass marketing is over Today customization rules and that means customer ization rules Customers don't care if your Web site has the coolest technology they want to know how it can do something for them that they need or want and how it can do it differently than any other site Creativity isn't about being obscure Creativity means doing the hard work of communicating what your business can do that the competition can't What applies to e companies now applies to all companies The new and old economies have fused into one hypercompetitive transformed economy Building Bandwidth is the user's manual for anyone doing business on the Internet This indispensable guide to making money and coming out on top will help you close the sale online in these fast moving make or break times when every e commerce venture is desperately fighting to stay afloat

The Guru Guide to Marketing Joseph H. Boyett, Jimmie T. Boyett, 2003-02-25 Discusses the newest marketing concepts The Guru name is synonymous with expert candid advice The Guru format provides an easy reference to a wide range of ideas and practices

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Harwood, Michael Harwood, 2009-09-10 Turn landing pages into profits with the right tools Successful landing pages don't happen by accident they follow a carefully crafted formula If you want to convert visitors to your site into sales it's crucial to understand how to design monitor and maintain your landing page This straightforward plain English guide shows you how to cover all the bases from the visual layout to using language effectively to linking strategies and more The book is packed with practical tips and techniques it also identifies common mistakes and pitfalls you should avoid The book features a valuable 50 coupon off the price of a site diagnosis and webinars on the author's website Discover the power of language and how to use it as a call to action Start predicting customer browsing behavior Diagnose current problems with your landing page Create a unified marketing message between the search engine result and landing page Examine common optimization approaches Master specific tools for tracking results and follow strict maintenance procedures If you want to make your landing page more appealing this book provides clear hands on explanations and information that you can put to use immediately

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to buyers and how to use what they learn to improve their offerings in today's Internet and social media driven marketing environment. It brings traditional marketing coverage up to date with a thorough incisive look at e marketing planning and marketing mix tactics from a strategic and tactical perspective. The focus is on the Internet and other technologies that have had a profound effect on how marketing is approached today. Included is coverage of marketing planning legal and global environments e marketing strategy and marketing mix and customer relationship management strategy and implementation issues. A major revision this seventh edition reflects the disruption to the marketing field brought about by social media. As such it covers many new topics that represent the changes in e marketing practice in the past two years. Because of the ever changing landscape of the Internet the authors suggest reading this book studying the material and then going online to learn more about topics of interest. Features: Better understanding of new concepts in today's electronic marketplace is accomplished as the book puts that new terminology into traditional marketing frameworks. Readers are encouraged to exercise critical thinking and attention to their own online behavior in order to better understanding the e marketer's perspective strategies and tactics to think like a marketer. Although the focus is on e marketing in the United States readers also see a global perspective in the coverage of market developments in both emerging and developed nations. An entire chapter devoted to law and ethics and contributed by a practicing attorney updates readers on the latest changes in this critical area. Readers are guided in learning a number of e marketing concepts with the help of some outstanding pedagogical features. Marketing concept grounding helps readers make the connection between tradition and today. Material in each chapter is structured around a principle of marketing framework followed by a look at how the internet has changed the structure or practice providing an ideal bridge from previously learned material. Learning objectives set the pace and the goals for the material in each chapter. Best practices from real companies tell success stories including new examples of firms doing it right. Graphical frameworks serve as unique e marketing visual models illustrating how each chapter fits among others. Chapter summaries help readers review and refresh the material covered. Key terms are identified in bold text within the chapter to alert readers to their importance. Review and discussion questions are another device to be used for refreshing readers understanding of the material in the chapter. Web activities at the end of each chapter help readers become further involved in the content. This revision reflects the disruption to the marketing field based on social media. A major revision from the sixth edition it includes many new topics as dictated by changes in e marketing practice in the past two years. Three important Appendices include internet adoption statistics a thorough glossary and book references. NEW Students get a broader look at social media as it is now integrated throughout the book instead of confined to one chapter. NEW A look at new business models continues and strengthens the approach of learning from real life examples. Added and described in detail are such models as social commerce and Facebook commerce mobile commerce and mobile marketing social CRM crowdsourcing and many important but less pervasive models such as crowdfunding freemium and flash sales. NEW Chapters 12

13 and 14 were completely rewritten to reflect the move from traditional marketing communication tools to the way practitioners current describe IMC online owned paid and earned media NEW Readers see examples of many new and interesting technologies that are today providing marketing opportunities both in the Web 2 0 and 3 0 sections NEW The chapter opening vignettes continue to play an important role in illustrating key points Two new vignettes and new discussion questions about each chapter opening vignette are included NEW Included are many new images in every chapter plus updated Let s Get Technical boxes NEW Other chapter specific additions that further enhance understanding of the concepts include More social media performance metrics Ch 2 Big data and social media content analysis Ch 6 New consumer behavior theory and online giving as a new exchange activity Ch 7 Social media for brand building Ch 9 App pricing and web page pricing tactics Ch 10

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