



## No B.S. Guide to Maximum Referrals and Customer Retention: The Ultimate No Holds Barred Plan to Securing New Customers and Maximum Profits

By Dan S. Kennedy, Shaun Buck

Entrepreneur Press, United States, 2016. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book. FACT: NOTHING IS COSTLIER OR MORE DIFFICULT THAN GETTING A NEW CUSTOMER. Business owners agree. The referred customer is far superior to the one brought in by cold advertising. Yet most business owners will invest more money to find new customers than getting referrals from current, happy customers. Millionaire maker Dan S. Kennedy and customer retention expert Shaun Buck dare you to stop chasing new customers and keep an iron cage around the ones you already have. Kennedy and Buck present a systematic approach to help you keep, cultivate, and multiply customers so that your entire business grows more valuable and sustainable, and you replace income uncertainty with reliable income through retention and referrals. Learn how to: \* Apply the #1 best retention strategy (hint: it's exclusive) \* Catch customers before they leave you \* Grow each customer's value (and have more power in the marketplace) \* Implement the three-step customer retention formula \* Use other people's events to get more referrals \* Create your own Customer Multiplier System \* Calculate the math and cost behind customer retention...



**READ ONLINE**  
[ 3.24 MB ]

### Reviews

*The ideal publication i ever read through. It is probably the most amazing ebook i have read. You wont really feel monotony at at any moment of your own time (that's what catalogues are for concerning should you request me).*

-- **Kianna Cummings MD**

*Most of these ebook is the ideal book offered. It is rally interesting throgh reading through time. Your way of life span will be enhance the instant you complete reading this ebook.*

-- **Antonina Friesen**

## You May Also Like



### [Crochet: Learn How to Make Money with Crochet and Create 10 Most Popular Crochet Patterns for Sale: \( Learn to Read Crochet Patterns, Charts, and Graphs, Beginner s Crochet Guide with Pictures\)](#)

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Getting Your FREE Bonus Download this book, read it to the end and see BONUS: Your FREE Gift chapter after...



### [Learn em Good: Improve Your Child s Math Skills: Simple and Effective Ways to Become Your Child s Free Tutor Without Opening a Textbook](#)

Createspace, United States, 2010. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.From a certified teacher and founder of an online tutoring website-a simple and effective guide for parents and students to...



### [No Friends?: How to Make Friends Fast and Keep Them](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Do You Have NO Friends ? Are you tired of not having any friend and being lonely all the time...



### [Patent Ease: How to Write You Own Patent Application](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Patent Ease! The new How to write your own Patent book for beginners! Because you are a beginner; not a...



### [Talking Digital: A Parent s Guide for Teaching Kids to Share Smart and Stay Safe Online](#)

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book. It is time for the digital talk. Today, kids are growing up in a wired world. Their online interactions, the good and the bad,...



### [To Thine Own Self](#)

Dog Ear Publishing, United States, 2011. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Carefree and self assured Carolyn loves her life. Her uncle runs the day-to-day details of her company leaving...