



Big Contacts: How Small Businesses Can Harness the Power of Technology to Attract and Retain More Customers. (Paperback)

By Bob Walton

ADVANTAGE MEDIA GROUP, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. WITHOUT CUSTOMERS, YOUR BUSINESS HAS NOTHING - regardless of how good your product or service may be. For your small business to thrive over the long-term, you need to pay close attention to your biggest asset - your customers. The sobering reality is that the typical business will lose half of its customer base every five years. Bob Walton, founder of BigContacts [a web based CRM (Customer Relationship Management) software company], gives you the tools and techniques that will help you easily identify and evaluate how you manage each phase of the customer lifecycle. He then shares how to maximize your results in each phase; finding the right prospects, converting more of them to customers, and keeping them for life. CRM software is the single best tool for strengthening your customer relationships and can transform your business. Inside, you will find all you need to know to confidently research, review, and choose the CRM software that is right for your business. You ll learn to identify the features you need, the questions to ask, and the steps to take for...



READ ONLINE
[2.3 MB]

Reviews

This book is very gripping and fascinating. Of course, it can be perform, nevertheless an amazing and interesting literature. I am just pleased to explain how this is basically the finest publication i have go through within my very own lifestyle and might be he best pdf for possibly.

-- Prof. Beulah Stark

A must buy book if you need to adding benefit. I am quite late in start reading this one, but better then never. You may like just how the article writer compose this ebook.

-- Prof. Elliott Dickinson

Other Books



Learn to Read with Great Speed: How to Take Your Reading Skills to the Next Level and Beyond in Only 10 Minutes a Day

Createspace Independent Publishing Platform, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Looking for a no nonsense approach to speed reading? Are you too busy to read as much...



Weebies Family Halloween Night English Language: English Language British Full Colour

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Children s Weebies Family Halloween Night Book 20 starts to teach Pre-School and Junior Children how to read with this...



Your Premature Baby The First Five Years by Nikki Bradford 2003 Paperback

Book Condition: Brand New. Book Condition: Brand New.



Broken: I Was Just Five Years Old When My Father Abused Me and Robbed Me of My Childhood. This is My True Story of How I Never Gave Up on Hope and Happiness.

John Blake Publishing Ltd, 2013. Paperback. Book Condition: New. Brand new book. DAILY dispatch from our warehouse in Sussex, all international orders sent Airmail. We're happy to offer significant POSTAGE DISCOUNTS for MULTIPLE ITEM orders.



I May be Little: The Story of David's Growth

Lion Hudson Plc. Paperback. Book Condition: new. BRAND NEW, I May be Little: The Story of David's Growth, Marilyn Lashbrook, Stephanie McFetridge Britt, Great Bible stories in simple words. This series of Me Too books has been updated in a new, exciting...



It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em

HarperCollins Publishers. Paperback. Book Condition: new. BRAND NEW, It's Just a Date: How to Get 'em, How to Read 'em, and How to Rock 'em, Greg Behrendt, Amiira Ruotola-Behrendt, A fabulous new guide to dating co-authored by Greg Behrendt, former writer on...