Start Within a Niche: The 1 Subtle Advantage Your Business Should Have (Paperback)



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Reviews

Very helpful to all class of folks. Better then never, though i am quite late in start reading this one. You can expect to like just how the blogger create this pdf.

(Mandy Larson)

START WITHIN A NICHE: THE 1 SUBTLE ADVANTAGE YOUR BUSINESS SHOULD HAVE (PAPERBACK)



Createspace Independent Publishing Platform, United States, 2017. Paperback. Condition: New. Language: English . Brand New Book ****** Print on Demand ******. Part of the Nantchev s Nuggets of Knowledge Series. Pure actionable knowledge. NO fluff. NO theory. Just Results and Success. In this book, I talk about how it is better to appeal to fewer people that LOVE your work, as opposed to millions that think your work is ok. The dilemma with mass marketing today is that they are appealing to as many people as possible to buy their products, its works, but it is not as smart a creating perfects products for perfect customers. When you create a product, whether in a small business or a large business, then you ll have to define you who are target audiences are and create products just for them. When it is just for them, it is then perfect for them, which means they ll remember you for when they need it again and they ll be thankful to you for solving that precise, niche problem for them. So, I talk about in my book how you should appeal to a specific niche audience and solve a specific problem for them. I also talk about how you expand outside of that niche and into other areas. Because you may reach a point of peak profitability within that niche and you may need to expand out of it. But you want to expand out of it without jeopardising the level of service you give to your current customers and the value proposition you have in general. When you find customers that love what you do, they are more likely to come back and buy from your without you having to exert any additional energy to get them to return. They Il return...



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