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rather than a big marketing budget Now the winning continues with Guerrilla Marketing Volume 2 Build Offers That Feel Obvious: Positioning That Clicks Without Explanation Onyeka Godfrey, 2025-08-04 When an offer is positioned right people just get it There's no need to explain persuade or justify it feels obvious This book breaks down how to craft offers that feel like a no brainer You ll learn how to package your product in a way that aligns perfectly with what your audience already wants so the value is seen instantly From naming and pricing to structuring benefits and using visual anchors you ll master the psychology behind offers that convert on instinct Stop begging for attention or fighting objections Instead make it easy for people to say yes because the offer makes complete sense Tahoe National Forest (N.F.) Duncan/Sunflower Timber Sale, Foresthill Ranger District ,1992 The Mastery of the Sale: Gaining Customers, Winning Trust Pasquale De Marco, 2025-04-25 In a competitive business landscape where customers are bombarded with marketing messages and sales pitches it s more important than ever for salespeople to stand out and make a positive impact This book introduces a powerful approach to selling called positive intimidation which combines persuasion empathy and ethical practices to drive sales success Drawing inspiration from real world examples and insights from industry experts this book provides a comprehensive guide to mastering positive intimidation in selling Readers will learn how to cultivate a positive sales mindset understand customer needs and motivations and communicate effectively to persuade and build relationships The book also covers ethical and sustainable sales practices the art of negotiation and the importance of adapting to changing sales environments Whether you are a seasoned salesperson looking to elevate your skills or a newcomer to the profession eager to make a mark this book provides a wealth of practical insights and actionable strategies to help you achieve sales success By embracing the principles of positive intimidation you can positively impact customers lives build lasting relationships and drive exceptional results for your organization Key features of the book include A step by step guide to cultivating a positive sales mindset Techniques for understanding customer needs and motivations Strategies for effective communication and persuasion Ethical and sustainable sales practices The art of negotiation and reaching mutually beneficial agreements Adapting to changing sales environments and emerging trends If you re ready to take your sales career to the next level this book is your essential guide to mastering the art of positive intimidation in selling Unlock your potential earn customer loyalty and propel your career to new heights If you like this book write a review on google books MAKE A CUSTOMER NOT A SALE SHIKHAR SINGH (THE ZENITH), Uncover Your Hidden Strengths We ll guide you to identify those unique talents that make you YOU It's not about becoming someone else it's about being the best version of yourself Navigate Life's Crossroads Feeling lost Well equip you with tools to make confident decisions and chart a course that aligns with your values Cultivate Deeper Connections Learn how to build more meaningful relationships and nurture the bonds that truly matter Break Free from Limiting Beliefs We ll challenge the negative thoughts that hold you back and help you rewrite your inner narrative Embrace Growth and Resilience Life throws curveballs Discover how to bounce back stronger and learn from

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