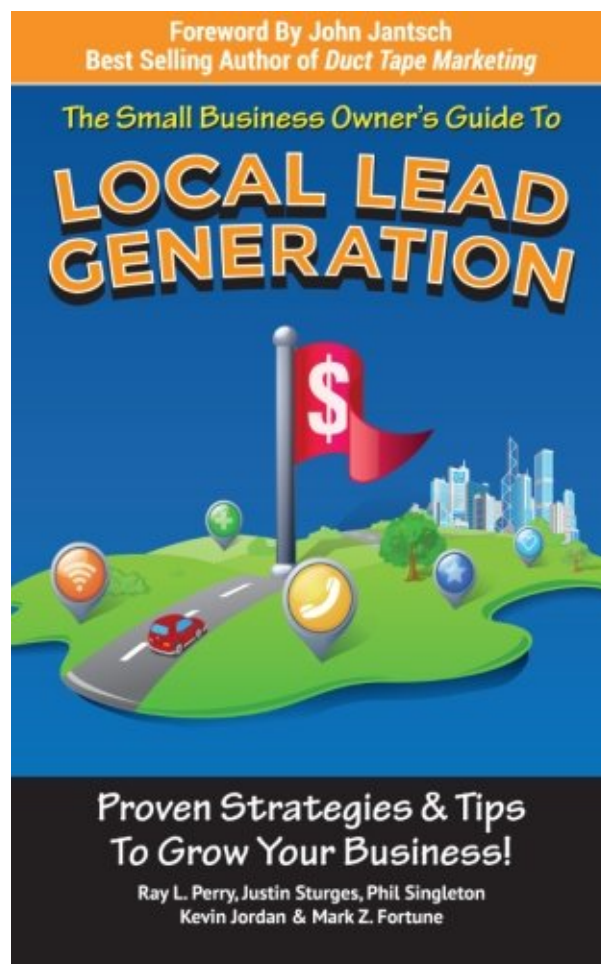


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Foreword By John Jantsch
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The Small Business Owner's Guide To

LOCAL LEAD GENERATION



**Proven Strategies & Tips
To Grow Your Business!**

Ray L. Perry, Justin Sturges, Phil Singleton
Kevin Jordan & Mark Z. Fortune

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"If you're serious about learning powerful tactics to grow your local business, this book is for you. The authors' experience as both Duct Tape Marketing Consultants and BNI members makes them uniquely qualified to explain small business marketing in a way that's easy to understand, even for someone without a background in marketing."

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About the Author

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This Book Delivers for Small to Mid-Sized Businesses that want to Win BIG!

By Christian Vedder

I consumed this book the moment it arrived, and it hasn't left my side! This book gets to the heart of what matters for small business owners, and will no doubt provide an edge over the local competition. My personal favorite, Chapter 5: Using Internet Search to Generate Leads. This book is written by experts with a

distinguished pedigree, and is endorsed by some of the most trusted names in marketing and business today. They have collectively gathered their knowledge and experience into one easy-to-read guide that provides organized, actionable tactics and advice that you can apply to your small business efforts, NOW!4 of 4 people found the following review helpful.

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By PussyCatJustice

If you've ever read marketing books before, you'll know they are usually a snore fest. I was a bit skeptical about this one and was afraid I might not "get it". This book is great! It is written in such a way that I completely understand it. It's language is clear and they write things in such a way that I know what to do and I know what is important and what is not. Prioritizing becomes clear when a strategy is applied.2 of 2 people found the following review helpful.

Killer ideas for growing your business!

By David Soxman

What a fantastic book for the small business owner who feels at a loss to compete against the bigger guys. Chock full of useful tips and suggestions, this book is written in such a way that the marketing novice can pick it up, follow their suggestions and start generating leads that will "ring the cash register." I strongly recommend that you buy this book, read it and follow its instructions NOW. See all 31 customer reviews...

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