

Worth Every Penny: Build a Business That Thrills Your Customers and Still Charge What You're Worth, 2012, 180 pages, Sarah Petty, Erin Verbeck, 1608322777, 9781608322770, Greenleaf Book Group Press, 2012

Many small business owners feel pressure to discount their products and services, especially when times are tough. After all, how else will they keep up with the low prices offered by their discounting competitors? What they don't realize is that discounting is the last thing they should be doing if they want to win big. Sarah Petty and Erin Verbeck are here to show you that there's a radically different way to run a small business—one in which the owners focus on creating specialized offerings and an over-the-top customer experience, not on matching the prices of their competition. Worth Every Penny encourages you to explore and use this model, which is designed to maximize your advantages over the big-box stores and other discounting competitors. You'll learn how to:

- Build a brand that lays the foundation for you to charge what your offerings are worth.
- Create products, services and high-touch customer experiences to achieve healthy margins and an outspokenly happy and loyal client base.
- Understand how to use a pricing strategy that allows you to create demand and attract the right customers instead of discounting.
- Throw traditional advertising to the wind and implement a boutique way of marketing to excel in this competitive business environment.
- Learn the relationship-based sales skills needed to close every sale and have your clients clamoring for more.

The authors' strategies are enhanced by real-life business experiences and vivid anecdotes from all types of business owners—restaurateurs to contractors to professional service providers and photographers. With the advice in Worth Every Penny, you will be inspired to live your passion and pass your enthusiasm on to your customers. The result: a profitable business that avoids succumbing to the pressure to discount.

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Small Business Marketing Secrets Increase Your Profits by 90% in 20 Days Or Less, Jay Boyer, Jan 12, 2011, Marketing, 90 pages. Small Business Marketing Secrets is the "owner's manual" for promoting your own local business. From how to get quality referrals to the secret to tearing down customer.

How to Start a Business When You're Young Get the Right Idea for Success, Barrie Hawkins, Jul 1, 2010, Business & Economics, 256 pages. Often the biggest challenge for the young entrepreneur is coming up with a great business idea, but with a huge range of suggested business types and start-up ideas, along with.

Successful Small Business Marketing Made Easy! A No Nonsense Approach to Profiting in Any Market!, John Schneider, 2007, Business & Economics, 96 pages. Over 17 Years In The Making! Written by an award winning advertising professional with over 17 years of small business marketing experience, Successful Small Business Marketing.

Brilliant Start-up How to Set Up and Run a Brilliant Business, Caspian Woods, 2008, Electronic books, 216 pages. After the initial thrill of the idea, starting-up in business can seem a daunting, lonely, and risk-strewn path. The sole mission of Brilliant Start-Up is to give you full.

Start Small, Stay Small A Developer's Guide to Launching a Startup, Rob Walling, 2010, Business &

Economics, 214 pages. Start Small, Stay Small is a step-by-step guide to launching a self-funded startup. If you're a desktop, mobile or web developer, this book is your blueprint to getting your.

Money matters positioning your business for growth, Molly Tschida Brennan, Jan 1, 2005, Business & Economics, 176 pages. .

Winning in Biz , Ron Santini, 2006, Business & Economics, 208 pages. .

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Because You're Small , Ebony Grimsley, Sep 10, 2012, Business & Economics, . Because You're Small was created for the do-it-yourself small business owners and non-profit leaders that are looking for proven strategies to implement immediately and not a.

The Entrepreneur Guide, 2010 (U.S.) Edition , Owen O. Daniels, Sep 24, 2009, New business enterprises, 196 pages. .

Invest in yourself a woman's guide to starting her own business, Peg Moran, Jan 1, 1983, Business & Economics, 193 pages. .

The early Christian fathers a selection from the writings of the fathers from St. Clement of Rome to St. Athanasius, Henry Scowcroft Bettenson, 1956, Christian literature, Early, 424 pages
Waiting for Dead Men's Shoes Origins and Development of the U.S. Navy's Officer Personnel System, 1793-1941, Donald Chisholm, 2001, History, 883 pages. This monumental study provides an innovative and powerful means for understanding institutions by applying problem solving theory to the creation and elaboration of formal Sarah Petty, Erin Verbeck 2012 Bible Doctrine Essential Teachings of the Christian Faith, Wayne A. Grudem, 1999, Religion, 523 pages. This is an abridgment of Grudem's highly commended Systematic Theology intended for laypeople and nonprofessionals In the two decades since Feminism and Suffrage was first published, the increased presence of women in politics and the gender gap in voting patterns have focused renewed.

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American Heart Association Low-Calorie Cookbook More Than 200 Delicious Recipes for Healthy Eating, American Heart Association, 2003, Cooking, 352 pages. Presents low-calorie recipes for a healthy diet, with cooking and shopping tips, health information, and nutritional analyses
Dictionnaire Anglais-français , , Jan 1, 2000, Foreign Language Study, 925 pages. A French-English dictionary
Ecology Theories and Applications, Peter D. Stiling, 1999, Science, 638 pages. Integrates applied ecology, focusing on the real-world applications. The text expands coverage of behavioural and ecosystems ecology, including a chapter on the life history

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Popping her Cherry on the Trail (First Time Virgin Anal Play Erotica) , Sage Reamen
Freight insurance a commentary : (the insurance of shipowners interest in freight for the carriage of goods), Maurice E. V. Denny, 1986, Business & Economics, 237 pages

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Rum , Dave Broom, 2003, Rum, 176 pages. This is an informative study of rum for an appreciator of the spirit. Rum is the world's fastest growing premium spirit, with the USA being its number one market. The first part
The Wind Off The Sea: The Bexham Trilogy, Book 2 The Bexham Trilogy, Charlotte Bingham, Dec 15, 2010, Fiction, 544 pages. It is 1947, the worst winter in England since records began, and even the sea is frozen. For the women living in the little fishing port of Bexham, the chronic lack of

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Texas Hold 'Em How I Was Born in a Manger, Died in the Saddle, and Came Back as a Horny Toad, Kinky Friedman, Jun 1, 2005, History, 218 pages. A collection of essays, autobiographical writings and profiles of such Texans as Willie Nelson, George W. Bush, and Racehorse Haynes also includes the author's rules for living Billy Boy The Story of a Lancashire Weaver's Son, William Woodruff, Jan 1, 1993, Cotton manufacture, 280 pages Worth Every Penny: Build a Business That Thrills Your Customers and Still Charge What You're Worth 1608322777, 9781608322770

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Statistics: Concepts and Controversies , David Moore, William I. Notz, William Notz, 2006, Mathematics, 561 pages. Statistics are used every day in ways that directly influence our lives. The authors help you understand what the numbers really mean
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Training Professionals in the Practice of Sport Psychology , John M. Silva, Jonathan N. Metzler, Bart Lerner, 2007, Sports & Recreation, 224 pages. This book makes a significant contribution for those who are, or will be involved in the practice of sport psychology. Filling the gap in current resources, and addressing the

Encountering the Old Testament a Christian survey, Bill T. Arnold, Bryan Beyer, Jun 1, 1999, Religion, 512 pages. "I highly recommend this volume to all who read the Old Testament. . . .This is a five star recommendation." -MessengerCompany Officer , Clinton H. Smoke, 2005, Technology & Engineering, 400 pages. Company Officer, 2nd Edition, is designed to instruct both career and volunteer firefighters and fire officers who seek promotions to the Fire Officer I or II levels. Based on
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A Land So Dedicated Houston County, Georgia, Bobbe Hickson Nelson, 1976, Houston County (Ga.), 297 pages
The Making of Modern Russia From Kiev Rus' to the Collapse of the Soviet Union, Lionel Kochan, John L. H. Keep, 1997, History, 603 pages. Extensively revised and based on documentation only recently made available in the West, this is the ideal one-volume survey of centuries of Russian history
Reflecting the Birdsong , Audrey Wood, Sep 3, 1997, Juvenile Nonfiction, 32 pages. Children hear bird calls native to their areas as they go through their daily activities
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Environmental Geology , Lawrence Lundgren, 1999, Science, 511 pages. Designed for courses which deal with geology and environmental policy, and environmental decisions, usually called environmental geology, but taught at a more sophisticated level.

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Experiencing Emotion A Cross-Cultural Study, Klaus R. Scherer, Harald G. Wallbott, Angela B. Summerfield, Sep 25, 1986, Psychology, 302 pages. This 1986 book describes a cross-cultural study of emotional experience and reaction in seven European countries and Israel.

Management of EMS , Bruce E. Evans, Jeff T. Dyar, 2009, Medical, 512 pages. Management of EMS offers a solid resource to help readers learn how to fearlessly take on the unique challenges of EMS Management, including the strategic planning needed to Code Of Federal Regulations, Title 44 Emergency Management And Assistance, Department of Commerce (DoC) Staff, 2004, Law, 663 pages. The Code of Federal Regulations is a codification of the general and permanent rules published in the Federal Register by the Executive departments and agencies of the United States.

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Some Problems of World Politics Today , Amry J. Vandenbosch, , World politics, 84 pages
Contact Languages Pidgins and Creoles, Mark Sebba, Jul 15, 1997, Foreign Language Study, 314 pages.
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A history of Russia peoples, legends, events, forces since 1800, Catherine Evtuhov, Richard Stites, 2004, History, 532 pages. For a description of this text, please see the entry for Evtuhov et al., A History of Russia: Peoples, Legends, Events, Forces

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