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### **Biography of orvel ray wilson, csp for appearances, speaking**

He's a coauthor of the legendary Guerrilla Marketing series, with more than 14 as "Speaker of the Year" by Meeting Professionals International, San Diego. give you both, plus unconventional weapons and tactics to capture new business. to get the most leads, insure that every lead is top quality, and close more sales

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### **Ultimate small business marketing guide: 1500 great marketing tricks**

Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales. New York: John Wiley

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### **Riches in niches: how to make it big in a small market**

Connected Marketing: The Viral, Buzz, and Word of Mouth Revolution. New York: Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales. Hoboken, N.J.: John

### **50 effective guerrilla marketing ideas for small businesses**

More innovative approaches to guerrilla marketing now utilize mobile Levinson says that when implementing guerrilla marketing tactics, 6) Instead of concentrating on getting new customers, aim for more Selling a solution to a common problem is much more effective than selling a positive benefit. 5.

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New, Unconventional Weapons and Tactics to Meet More People, Get More Leads, to apply Levinson's world-famous guerrilla marketing and selling techniques to this medium. More People, Get More Leads, and Close More Sales Series.

### **Guerrilla marketing: cutting-edge strategies for the 21st century**

Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales. New York: Wiley The Career Elevator, 4-part DVD series, 2006: thecareerelevator.com. Holmes, Chet

### **Jay conrad levinson: bibliography, and a list of books by author jay**

Jay created and taught guerrilla marketing for ten years at the extension division of Florida, and close to their 26 grandchildren, their own personal DisneyWorld. .. 1997 - Guerrilla Trade Show Selling New Unconventional Weapons and Tactics to Meet More People Get More Leads and Close More Sales (Paperback).

## **Lead generation & sales prospecting - scoop.it**

Removing the Sludge from your Sales Funnel « Salesforce Training Blog The top 10 sales tactics that beat cold calling - CBS News .. Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales (Guerrilla Marketing Series)

## **Suggested reading | ask andi**

“The New Rules of Marketing and PR: How to Use Social Media, Blogs, News Releases, . Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales”, by Jay .. “Guerrilla Marketing”, or any of the books in the Guerrilla series by Jay Levinson.

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author and standing-ovation speaker on sales, marketing, and management, Wilson's Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales , and Guerrilla

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Guerrilla marketing online : the entrepreneur's guide to earning profits on the Internet / By: Levinson, Jay Conrad Published: (1995) Published: (1998); Guerrilla trade show selling : new unconventional weapons and tactics to meet more people, get more leads, and close more sales / By: Levinson, Jay Conrad. Published:

### **Riches in niches: how to make it big in a small market: easyread**

Practical Ideas for Selling MORE with LESS Effort. Indianapolis, Ind.: Emmis Kirby, Justin. Connected Marketing: The Viral, Buzz, and Word of Mouth Revolution. New Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales. Hoboken, N.J.:

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Guerrilla Trade Show Selling: New Unconventional Weapons and Tactics to Meet More People, Get More Leads, and Close More Sales. John Wiley & Sons.

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