

How Smart Companies Create
Customer Value...and Profit from It



THE DOLLARIZATION DISCIPLINE

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THE DOLLARIZATION DISCIPLINE

Dollarization Discipline How Smart Companies Create Customer Value And Profit From It

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Dollarization Discipline How Smart Companies Create Customer Value And Profit From It:

The Dollarization Discipline Jeffrey J. Fox, Richard C. Gregory, 2004-09-03 How companies turn value added into real profits The Dollarization Discipline shows organizations and marketers how to effectively communicate the economic value created by their products and services Too often when companies compete using conventional sales and marketing approaches they force customers to make financial decisions how much to spend based on non financial arguments product features and benefits On this playing field the company that can show true financial advantage in real dollars and cents wins every time This book offers a step by step strategy for doing just that Every day good companies suffer because they create value for customers but aren't able to keep their fair share This is because most marketers can't fully explain the value customers get from their products and the argument falls to the lowest common denominator price The solution is an approach to sales and marketing that goes beyond articulating features and benefits but calculates the monetary value a customer receives from a product or service This enables the seller to price the product as a true reflection of its value and also lets the seller prove it to the customer With real case studies and detailed step by step guidance on effective dollarization The Dollarization Discipline finally offers a practical straightforward way for marketers and business leaders to prove the value of their value added Jeffrey J Fox Gilford New Hampshire is the founder and President of Fox Company Inc a marketing consulting firm Fox is also the author of the bestsellers How to Become a CEO How to Become a Rainmaker and How to Become a Great Boss Richard C Gregory Farmington Connecticut is a Senior Consultant with Fox Company **The Dollarization Discipline**, 2005 **Smart Calling** Art Sobczak, 2020-06-04 Master cold calling and eliminate rejection forever In the newest edition of Smart Calling Eliminate the Fear Failure and Rejection from Cold Calling celebrated author and sales trainer Art Sobczak packs even more powerful insight into what many people fear prospecting by phone for new business This best selling guide to never experiencing rejection again has consistently found its way into the Top 20 in Amazon's Sales category because its actionable sales tips and techniques have helped many minimize their fears and eliminate rejection The newest edition builds upon the very successful formula of the last edition to help sales professionals take control of their strategy and get more yeses from their prospects With new information this info packed release provides powerful sales insights including The foundational concepts of cold calling featuring real life examples you can carry with you into your sales career Multiple case studies and messaging from successful salespeople across the globe providing even more insight into what works and what's a waste of your time New methodologies that are proven to push you past your fear and into the world of successful prospecting Free access to Art Sobczak's Smart Calling Companion Course where he builds on the many techniques and strategies in the book and will update it with new material and tech resources so that you will always have the current best practices and tools If you're failing to convert your prospects into dollars Smart Calling will help you push past the obstacles holding you back until you're an expert at taking a no and turning it into a yes

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company the winning edge over another Using the unique Customer in Center concept this pathbreaking book explains how investing in Customer Value can increase the market share and profitability of a company It shows companies how they can be driven by Customers and their needs and how sustained business success can be achieved through Customer Value Investment In addition to clearly explaining key terms and basic concepts insightfully illustrated with caselets tables graphs and key points in each chapter the book explains how companies can Move beyond Customer management and satisfaction to loyalty Become market leaders and improve business results Understand the value they provide to Customers Improve service quality and loyalty Set up Customer Circles and build Customer Conduits Understand competitive strategies and preempt competition Measure Customer capital

Customer Education Adam Avramescu, 2019-01-10 Today's software companies can't afford to be passive with their customers As software moves to the web and becomes more consumerized software companies can only grow if their current customers renew and grow over time Otherwise those customers will leave creating a leaky bucket of revenue So what are smart innovative companies doing before they end up with severe churn problems Forward thinking companies invest in Customer Education early as a way to drive customer growth and maximize lifetime value in a scalable way Over time this function has the potential to differentiate a company in the market Consider this book a survival guide to investing in a Customer Education function including How to drive a Customer Education strategy across your customer lifecycle Tips for creating killer content that will actually lead to customer performance What tools to implement as part of your technology stack Measurement strategies for improving your content and showing ROI And more

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