

How to Create a Unique Selling Proposition



Profit Pulling Unique Selling Proposition

Eric J. Gregory



Profit Pulling Unique Selling Proposition:

Target Your Market - Boost Your Profits Chris Towland, Geoff Jackson, 2014-02-27 In the current business climate it is getting harder and harder for most businesses to increase their profits or in many cases to make a profit at all But it doesn't have to be like this for you and your business You can be the one that stands out from the crowd and has continuous profit growth year after year By making the simple changes that you'll learn in this book your business will be the one that thrives while others struggle Target Your Market Boost Your Profits is a step by step proven plan showing you the techniques for creating a new targeted marketing plan for your business A plan that works It involves creating a unique spin an edge or what is commonly known in the marketing field as a unique selling proposition USP for short What most companies don't realise is that their USP is THE most important starting point for any marketing campaign for any type of business Advertising without a well thought out USP is like throwing money down the drain whereas a good Unique Selling Proposition will revolutionise your company Your customers will instantly know what you're about Your marketing is immediately more effective and targets new customers that you possibly had never considered before So what's at the core of our System Part 1 of this two part course is packed cover to cover with invaluable information This course manual is the most revealing report ever written on the vital subject of USPs and how they can revolutionise your business over 100 pages of solid information that is easy to understand and simple to execute Here's just a little of what you'll discover in your Course Manual The 3 keys to a profit pulling Unique Selling Proposition 10 multi million pound USP's and a brief synopsis of why they work and how they can be adapted for your business How to determine what really drives your target market and how to cash in on it The 5 main categories for USP's and how to implement them into your business quickly How your USP will focus your marketing and improve your profits The one thing you don't put into your USP How to annihilate your competition with a guarantee that packs a powerful punch 5 tips for sidestepping a price war Real life examples of how USPs can revolutionise branding How to establish instant credibility And the 2 hurdles you must help your prospective customers overcome How to get jaw dropping case studies and testimonials from your clients rather than weak generalities We'll also cover how to create powerful product names and trademark them Never have these ideas been so clearly presented in a way that will get you results fast The course manual will give you all the background you need But the next step is where the real meat of the system is Part 2 of the course is the USP Action Plan We've perfected the USP creation process so that anyone can create the perfect one for their business It's a remarkably effective strategy There are over 55 pages on creating your own USP with 9 easy to follow exercises We explain exactly what you need to do in each exercise in plain English This shortcut method is explained in simple words and concepts that will make perfect sense to you Having the USP Action Plan workbook along with the course has been shown to double the effectiveness of the development process If you're serious about succeeding with your business you truly need this system to gain an unfair advantage over your competition Don't

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value Accelerator Checklists designed to enhance retention and immediate application of lessons Regardless of industry profession or how many years you ve already invested Dr Colman will light up the path toward acceleration and you ll be hitting mach speed in no time *The Complete Guide to Start-up Funding* Mehul Mehta,2023-03-24 Funding the start up is one of the biggest challenge for the founders Various start ups fail in funding for varied reasons and despite the excellent business ideas and products the founders are not able to get the funding and fulfil their dreams This book is not merely a book but a crash course on start up funding where all the practical and critical aspects of start up funding and highly specialized guidance about the start up funding are presented in lucid language It will be quite useful for the founders start up aspirants start up advisors mentors CA CPA CS CMA lawyers financial consultants etc to deep dive into the world of start up funding The book contains all the aspects of start up funding such as Various forms of business entities and most suitable one for start ups Various sources of funding and financial instruments for start ups How to assess the financial requirements of start ups Understanding and evaluating financial statements and start up metrics Understanding various start up specific terms Various types of investors in start up ecosystem Understanding crucial aspects of equity debt and hybrid funding Designing effective funding strategy Finding out the investors funding process and effectively closing deals with investors Business plan pitch deck financial model and valuation Practical example of financial model Effectively closing due diligence process Evaluating the Term sheet Legal documentation and various agreements Various investment rounds and investors exit Debt instruments and debt funding process And many more practical aspects **Would You Like Profits with That?** Eric J. Gregory,2013-06 Discover why most small to medium sized businesses don t work HOW TO STOP JUST SURVIVING AND START THRIVING This book will take you step by step through Eric Gregory s proprietary growth formula Ten Keys to a Profitable Business which underpins and forms the principles strategies and systems he uses to guide businesses to amazing growth and improvement Packed with entrepreneurial lessons and insights this book is a must read for every business owner serious about taking their business to the next level WITHIN THIS BOOK YOU LL LEARN Exactly why so many small to medium sized businesses aren t profitable and what to do about it How to achieve amazing growth improvement and increased profits How to strengthen your business reduce risk and put compounding synergy to work for you How to take the journey from being an owner whose business controls you to becoming an entrepreneur who controls your business a profitable asset How to increase the sale value of your business Why you need to think differently about the relationship you have with your business and how you can change it to benefit you and your business forever The traits of successful leaders and why they re so important to your profitable future **Seven Years to Seven Figures** Michael Masterson,2008-06-16 In *Seven Years to Seven Figures* self made millionaire and renowned wealth coach Michael Masterson reveals the steps you can take to accumulate seven figure wealth within seven years or less *Seven Years to Seven Figures* will give you the tools to increase your income get the highest possible returns on investments save wisely and secure your financial future faster than

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John O'Shaughnessy, 2014-09-15 This volume is a text book for students of marketing providing a basic understanding of the concept and techniques of marketing It shows how basic background information relating to the UK market may be integrated into business planning and how information from other sources should be incorporated and used **eBay Powerselling 101: The Ultimate Guide to Selling Like a Pro** Shu Chen Hou, Looking to become a successful eBay seller and boost your sales Look no further than eBay Powerselling 101 The Ultimate Guide to Selling Like a Pro This comprehensive guide is packed with expert tips proven strategies and insider secrets that will help you take your eBay sales to the next level Inside eBay Powerselling 101 you ll learn everything you need to know to become a top seller on eBay from setting up your account and creating compelling item listings to maximizing your profits and building your seller s reputation You ll discover how to identify your market niche find the best products to sell and price your items for maximum profitability With this guide you ll also learn how to create engaging item descriptions that will capture the attention of potential buyers and encourage them to make a purchase You ll discover the most effective marketing and advertising strategies for promoting your items and reaching a wider audience But that s not all eBay Powerselling 101 also includes valuable insights and advice on how to provide excellent customer service build trust with your buyers and manage your sales process effectively You ll learn how to handle returns and refunds deal with difficult customers and ensure that your customers are satisfied with every transaction So whether you re just starting out on eBay or you re looking to take your sales to the next level eBay Powerselling 101 has everything you need to become a successful eBay seller With its expert advice insider tips and proven strategies this guide is the ultimate resource for anyone looking to sell like a pro on eBay Get your copy today and start boosting your sales

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