

THE REFERRAL ENGINE



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The Referral Engine by John Jantsch Duct Tape Marketing

The Referral Engine: Teaching Your Business To Market Itself Marketing expert John Jantsch offers practical techniques for harnessing the power of referrals to ensure a steady flow of new customers. Keep those customers happy, and they will refer your business to even more customers.

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Businesses can ensure a healthy referral cycle by moving customers and prospects along the path of Know, Like, Trust, Try, Buy, Repeat, and Refer. If everyone in an organization keeps this sequence in mind, Jantsch argues, your business will generate referrals like a well-oiled machine.

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The Referral Engine Teaching Your Business to Market

Referral Engine is a good follow up to Duct Tape marketing. I have used Duct Tape Marketing a TON in developing my marketing strategy and have used Referral Engine to refine it. The book was good, not great only because I think that Duct Tape Marketing covered most of what RE did and in more of an overview fashion, which is what I need at this point in time.

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John Jantsch The Referral Engine

Teaching Your Business to Market Itself Steve Chandler | Creating Wealth As A Wealth Warrior | The New Man Podcast with Tripp Lanier - Duration: 32:13.

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