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Small business owners, independent professionals and nonprofit organizations often employ guerrilla marketing practices due to a lack staff or resources to launch full-scale marketing campaigns.

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Multi-level marketing, also known as network marketing or MLM, is a way to own a small business

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write the history of marketing thought, Jay doesn't get a page... he gets his own chapter." —Seth Godin, author of *Poke the Box* "This book is the culmination of Guerrilla Marketing's huge footprint on the marketing landscape. Keep it on top of your desk-it will become your marketing bible." —Jill Lublin, international speaker and author, [Jilllublin.com](http://Jilllublin.com) "For business survival in the 21st century, Guerrilla Marketing ranks right up there with food, water, shelter—and, of course, Internet access." —David Garfinkel, author of *Advertising Headlines That Make You Rich* "21 million entrepreneurs around the world, including me and most of my clients & friends, owe a debt of gratitude to Jay Conrad Levinson for his

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inspiring Guerrilla Marketing advice and mentoring.”  
—Roger C. Parker, [www.PublishedandProfitable.com](http://www.PublishedandProfitable.com)

“Guerrilla Marketing has always been about helping the ‘little guy’ market effectively and succeed against big-budget competitors. And now, in the new hyper-connected and hyper-competitive digital age, Guerrilla Marketing is again proving to be an essential key ingredient to help achieve business success. “

—Stuart Burkow, advisor on making money in business and advocate for free enterprise, [www.kingofprofits.com](http://www.kingofprofits.com) “Jay Levinson wisely guided my partners and me as we built our company from zero to \$60 million in six years – and sold it! His brilliant marketing know-how played a huge role in

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our dramatic success. " —Steve Savage, president, Savage International "Guerrilla Marketing is far more than a brand. It has joined Xerox and Kleenex as part of our language." —Orvel Ray Wilson, CSP, marketing coach, sales trainer and author "Jay's original Guerrilla Marketing validated all the marketing I'd been already doing, and opened my eyes to many new possibilities. Since that time, I've read many books in the series, and was thrilled to bring Guerrilla Marketing to the environmental world with Guerrilla Marketing Goes Green. Jay has proven over and over again that there's more to marketing than throwing a lot of money into ads, and that small businesses, nonprofits, and grassroots organizations can market

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effectively and inexpensively.” —Shel Horowitz, award-winning author, speaker, consultant, green/ethical marketing expert “Guerrilla Marketing Reigns Supreme as THE Source for Most Affordable and Effective Marketing...Ever!” —David Fagan, owner, The Icon Builder “In the marketing jungle the Guerrilla is king!” —David Perry, Perry-Martel International “Guerrilla Marketing is the Guerrilla Cream that rises to the Guerrilla Top. Those that use it, have used it and will use it get the view from the Top!! This book is one more ticket to your trip to your Guerrilla Top.” —Al Lautenslager, [www.marketforprofits.com](http://www.marketforprofits.com) “Jay Conrad Levinson's Guerrilla Marketing series helped revolutionize marketing for the entrepreneurs who

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Provides more than one hundred practical ideas, action plans, and implementation steps to help businesses identify unconventional social media

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opportunities to increase online presence, attract customers, and improve profits.

Shows how to promote a business on the Internet while applying proven marketing tactics, and explains how to use various software packages

Readers of this step-by-step guide will discover the secrets of the nation's most talented network marketers and learn to grow their own highly profitable business from scratch. Full color.

How to Keep the Dream Alive! Network marketing is one of the fastest-growing career opportunities in the

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United States. Millions of people just like you have abandoned dead-end jobs for the chance to achieve the dream of growing their own businesses. What many of them find, however, is that the first year in network marketing is often the most challenging—and, for some, the most discouraging. Here, Mark Yarnell and Rene Reid Yarnell, two of the industry's most respected and successful professionals, offer you strategies on how to overcome those first-year obstacles and position yourself for lifelong success. The Yarnells provide you with a wealth of savvy advice on everything you need to know to succeed in network marketing, such as proven systems for recruiting, training, growing and



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supporting your downline, and much more. In an easy, step-by-step approach, you will learn how to:

- Deal with rejection
- Recruit and train
- Avoid overmanaging your downline
- Remain focused
- Stay enthusiastic
- Avoid unrealistic expectations
- Conduct those in-home meetings
- Ease out of another profession

You owe it to yourself to read this inspiring book! "This will be the Bible of Network Marketing." — Doug Wead, former special assistant to the president, the Bush Administration

Acclaimed author, consultant, and industry professional in Network Marketing, Ryan Daley, has released his most recent insights into the

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development of leadership in Network Marketing through Being the Leader. This is a must read book for all Network Marketing professionals seeking to develop greater leadership within themselves and their teams."Ryan's book, Being the Leader, is a must read for anyone in the MLM/Network Marketing Industry who is climbing the ladder of success. Leadership is a skill to master to reach your full potential in self-development and financial abundance. All leaders in the world today incorporate all the components that Ryan shares with us, in such an easy read."Marcella Vonn Harting, PhDcRoyal Crown Diamond – Young Living Essential OilsAuthor, Guerrilla Multilevel Marketing"The strategies and

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advice given in this book are invaluable. You will experience success as you implement its teachings. Very entertaining and honest. A must for all leaders!"Andrea & Korey JankeJetsetter – Paparazzi Accessories"To break out of mediocrity and go to the top in Network Marketing, you have to take full responsibility for your own business and LEAD! Ryan does a great job in Being the Leader, detailing what is necessary for success at a high level in this industry. I recommend this book to anyone wanting more than average results."Jared BurnettAmbassador – Genesis PURE"I not only enjoyed Being the Leader, but found it an excellent reminder of what it takes to lead people. I believe it is one of the most important

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investments of time a budding leader in our industry could make." Eddie Stone Chief Executive Officer – Touchstone Essentials Ryan Daley has previously authored to critical acclaim:- Selecting a Network Marketing Opportunity: An Insider's Approach- Industry Standards: Network Marketing Terms, Definitions, and Glossary- Numerous leadership development programs, corporate marketing strategies, and training duplication models

Hundreds of ideas for reaching and keeping the fastest-growing markets in the 90s, marketing during a recession, what consumers in the 90s care most about, how to use the technological explosion for

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bigger profits, and management lessons for the 21st century.

Small-business owners everywhere are working long hours, doing the wrong things in the wrong way, and getting no results for their efforts. Sloss tells business owners the critical, but often overlooked, secrets of thriving in any economy.

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