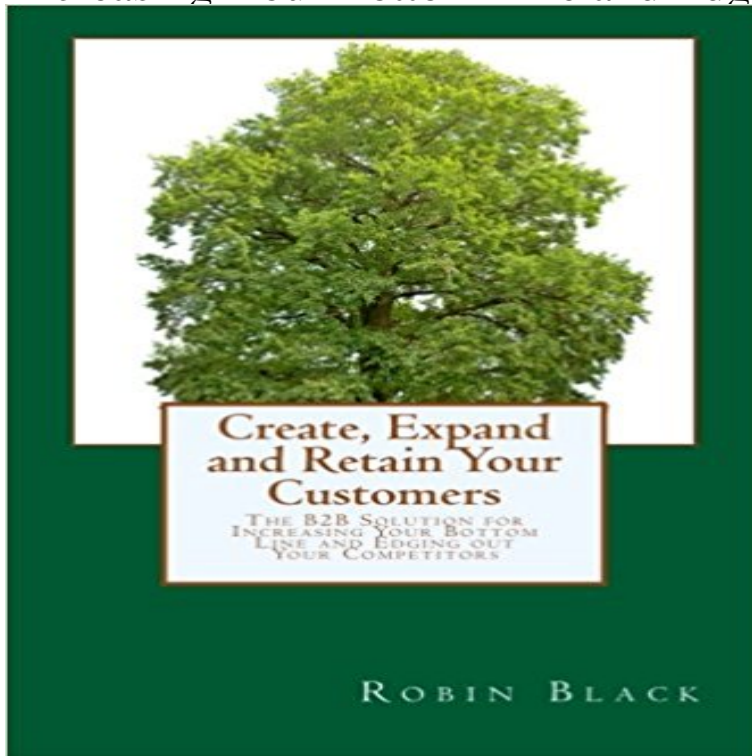


Create, Expand and Retain Your Customers: The B2B Solution for Increasing Your Bottom Line and Edging out Your Competitors



At Connects Marketing Group, we are experts in helping our B2B clients create, retain and expand their customers. In this book weâ€™ll talk a bit about our company and a lot about the proven methodologies you can use to increase your bottom line and edge out your competitors. Whether youâ€™re reading this in your garage or your corner office, are a start-up or a Fortune 500 OEM, these are the cutting-edge techniques that can make the difference between merely surviving and growing into the leader in your industry. Youâ€™ll learn how to determine the true cost of a qualified sales-ready lead and be able to calculate the return on investment for all of your outbound and inbound marketing initiatives. Then youâ€™ll find out how you can use the Connects Component to not only find and create new customers, but also keep your current ones loyal and grow them exponentially to exceed what you ever thought possible. In the end, it always comes down to connections- reaching the decision makers, nurturing relationships and going beyond what you thought you knew about sales.

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