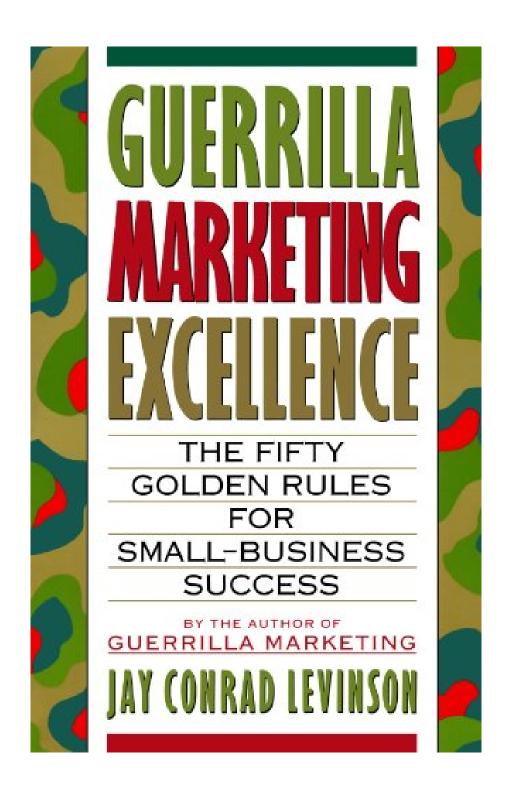


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About the Author

Jay Conrad Levinson is the author of more than a dozen books in the Guerrilla Marketing series. A former vice president and creative director at J. Walter Thompson Advertising and Leo Burnett Advertising, he is the chairman of Guerrilla Marketing International, a consulting firm serving large and small businesses worldwide.

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When I first started my business 13 years ago I didn't know the first thing about marketing. The book is divided into two parts, 50 things you can do that don't cost anything and 50 things that cost. This book was my bible and there were only 3 things that wouldn't work with my business. My phone began to ring and my friends were impressed with my marketing skills. I didn't feel I had marketing skills. I just knew how to read and follow instructions. I highly recommend this book for anyone getting started or for anyone just wanting to jump start their business and see if there is anything that they could do and maybe aren't.

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By Veronica Belshaw

I received this book and was thoroughly impressed with it's simplicity and layout. I was feeling very nervous about opening my own retail store in beautiful Hawai'i, but Jay Conrad Levinson's books really helped me to quantify what EXACTLY I need to do to lessen my fear of venturing into the unknown *insert final frontier styled music here, lol* Incidentally, I was able to get a great location, but I learned that the buck does not stop just there - with my arsenal of low cost marketing tactics, I really think that we can enjoy some kick arse sales. We have been open for three business days, who knows what the future may bring - however, due to the aid of these books, Im feeling more confident about the unknown. Marketing, service and quality of product is key, baby. Cheers, Veronica

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