

## Marketing and PR: Getting customers and keeping them...without breaking the bank (Business on a Shoestring)

Nick Wilde, Philip R. Holden



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The ...on a Shoestring series helps small business owners grow their business imaginatively, effectively and without spending a fortune. Aimed at entrepreneurs with plenty of vision and commitment but not a lot of cash, each book is packed with ideas that really work, real-life examples, step-by-step advice and sources of further information.

Marketing and PR are essential if you are to spread the good word about your business and what it does. You may have the best products and services available, but if no-one knows about them, you won't benefit. To help you get the most from your business, chapters include:

- Promote or die!
- Knowing your market
- Creating a marketing plan
- Watching your spending
- Investigating niche marketing
- Writing great marketing copy
- Getting your press releases noticed
- Investigating piggyback marketing deals
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