

BUSINESS DEVELOPMENT

A PRACTICAL GUIDE
— FOR THE —
SMALL PROFESSIONAL
SERVICES FIRM

SHERRAN S. SPURLOCK

Business Development A Practical Guide For The Small Professional Services Firm

Ian Cooper



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Business Development Sherran S. Spurlock, 2013-10-12 Business Development A Practical Guide for the Small Professional Services Firm encapsulates over 25 years of hands on business development and marketing experience The author's goal is to help those in technical services professions grow their business Most business owners start a business because of their technical expertise but few have the knowledge necessary to grow the company to the next level Such uncertainty can become debilitating and stressful The information in this book provides actionable valuable insights into the business development process that can be applied immediately The book is quick and easy to read and provides a concise practical guide that outlines a defined step by step process for proven ways to procure new business opportunities There is no attempt to overwhelm with theory and unnecessary sales hype The reader will gain a new understanding of the business development process and will want to keep the book handy as a valuable reference resource This book will be helpful for the owner business development specialist manager staff professional or an employee in a company that provides technical professional services What you learn will take the trial and error out of your marketing efforts Wisdom is learning from another's experiences [Business Development For Dummies](#) Anna Kennedy, 2015-04-20 Growing a small business requires more than just sales Business Development For Dummies helps maximise the growth of small or medium sized businesses with a step by step model for business development designed specifically for B2B or B2C service firms By mapping business development to customer life cycle this book helps owners and managers ensure a focus on growth through effective customer nurturing and management It's not just sales In depth coverage also includes strategy marketing client management and partnerships alliances helping you develop robust business practices that can be used every day You'll learn how to structure organise and execute an effective development plan with step by step expert guidance Realising that you can't just hire a sales guy and expect immediate results is one of the toughest lessons small business CEOs have to learn Developing a business is about more than just gaining customers it's about integrating every facet of your business in an overarching strategy that continually works toward growth Business Development For Dummies provides a model and teaches you what you need to know to make it work for your business Learn the core concepts of business development and how it differs from sales Build a practical step by step business development strategy Incorporate marketing sales and customer management in general planning Develop and implement a growth enhancing partnership strategy Recognising that business development is much more than just sales is the first important step to sustained growth Development should be daily not just when business starts to tail off or you fall into a cycle of growth and regression Plan for growth and make it stick Business Development For Dummies shows you how [How Clients Buy](#) Tom McMakin, Doug Fletcher, 2018-03-13 The real world guide to selling your services and bringing in business How Clients Buy is the much needed guide to selling your services If you're one of the millions of people whose skills are the product you know that you cannot be successful unless

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