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Katrin Zwirglmaier



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Master Offers That Practically Sell Themselves: How to Design Irresistible Packages Simon Schroth, 2025-04-02 Crafting the perfect offer is the key to making sales effortless Master Offers That Practically Sell Themselves teaches you how to create offers that are so compelling your customers can t help but buy This book shows you how to design irresistible products services and packages that sell themselves with minimal effort on your part You ll learn the psychological principles behind what makes offers attractive how to bundle products and services for maximum perceived value and the importance of scarcity and urgency in closing sales With actionable advice on pricing positioning and copywriting this book will help you create offers that stand out in the market and convert like crazy By mastering the art of crafting offers that practically sell themselves you ll be able to increase your sales without pushing or pressuring your prospects Whether you re selling digital products services or high ticket items Master Offers That Practically Sell Themselves will help you design offers that make your customers eager to buy

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Craft Offers So Good They Can't Refuse: The Persuasion Formula for Big Sales

Simon Schroth,2025-04-05 Great offers don t just sell they compel Craft Offers So Good They Can t Refuse reveals the persuasion formula that turns your offers into irresistible deals In this book you ll learn the art of crafting offers that speak directly to the desires of your audience and drive them to take action You ll discover how to structure your offers create urgency and build bonuses that increase perceived value making it difficult for your prospects to say no The book teaches you how to understand your customer s pain points present the benefits of your offer in a compelling way and close the sale effectively If you want to create offers that practically sell themselves this book provides the strategic formula to turn your sales into big wins

Going IT Alone: The Handbook for Freelance and Contract Software Developers Leon

Brown,2016-12-05 A detailed guide to self employment for software and web developers from identifying your target market through to managing your time finances and client behavior About This Book Discover how to make money with software development skills Learn how to develop a marketing and sales strategy and develop profitable pricing strategies for your software services and products Gain insights through real case studies and insights provided from industry experts Who This Book Is For Going the self employed route in software development offers many opportunities to develop awareness and skills to enhance your career Whether you are a student currently studying software development or a veteran software developer already in the industry Going IT Alone provides you with insights you need to avoid the pitfalls of self employment and to succeed with software projects that are profitable and sustainable What You Will Learn Identify and understand your target market Propose the value of what your service or product offers Build a business model that identifies key entities required to make your software business work Develop marketing a marketing strategy that targets the right customer segments and produces the sales you need to be profitable Analyze information to make better decisions and understand your business performance Understand people through observation and use this to your advantage in project management and negotiation Improve accuracy of estimates for time and costs of your software projects Understand the relationship between code and the business strategy Identify software features from a business perspective allowing you to prioritise must have features from those that are less important to your profitability Avoid the trap of increasing software development

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