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## And The Clients Went Wild

And the Clients Went Wild! gives you the tools to take an eclectic approach and pick the best, most wildly successful marketing methods—traditional, online, or both—to win at a given marketing goal. And, whether by means of Facebook, Twitter, streaming video, or by old-fashioned word of mouth, public relations, or personal sales skill, the goal is to win, right?

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The principles are: 1) What are you doing that no one else is doing? You must build client/customer delight through differentiation. 2) Focus your marketing on benefits, results and a call to action. The client only cares about what's in it for them. 3) Go viral. Create memorable impactful messages that are worthy of being passed along.

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When you think of a great business, you often think of its clients. They're not just happy customers; they're raving fans who'll take time out of their day to tell you or anyone within range just how much they love that business. They'll line up before dawn for its latest product offering, create buzz, and treat the brand as a personal status symbol.

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Maribeth has written 7 books including the bestsellers "And The Clients Went Wild! (Wiley), and The Connectors (Wiley). She has also written a book with her daughter, The Engaging Child: Raising Children to Speak, Write, and Have Relationship Skills Beyond Technology.

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