

## The Guerrilla Marketing Handbook

Guerrilla Selling  
The Complete Independent Movie Marketing Handbook  
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One Hour Marketing  
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Guerrilla Marketing for Social Media: 100+ Weapons to Grow Your Online Influence, Attract Customers, and Drive Profits  
The Guerilla Film Makers Handbook  
Guerrilla Marketing in 30 Days  
Workbook  
Guerrilla Music Marketing Handbook  
Getting Everything You Can Out of All You've Got

### Guerrilla Selling

This book will prepare small and medium-size businesses with vital information about direct marketing, customer relations, cable TV, desktop publishing, and much more.

### The Complete Independent Movie Marketing Handbook

Want to reach consumers in innovative ways? Guerilla Marketing For Dummies is packed with guerilla tactics and trade secrets for marketing your products or services like never before. From re-imagining existing marketing platforms to mastering trailblazing methods, you'll create a cost-effective game plan for getting your customers' attention and keeping it! This savvy, hands-on guide explains what guerilla marketing is, who does it, and why. You'll learn how it can take your brand to new heights as you start thinking like a guerilla, brainstorming, collaborating, and refining ideas for an exciting, non-traditional marketing program. The real fun starts when you build a winning team and take your message to the streets, executing attention-grabbing publicity stunts and creating unforgettable events. You'll find out when it pays to work with the big-gun guerilla-marketing firms and how to launch your own low-cost campaign. Discover how to: Reach customers wherever they are  
Develop a cohesive guerilla-marketing campaign  
Capitalize on the hottest trends  
Cut through the constant marketing clutter  
Make products and brands stand out  
Use buzz, viral, grassroots, and experiential marketing

Write a great press release Create opportunities for partnership and tie-ins Find budget-friendly ways to go guerilla Build a powerful online presence Work with existing contacts, publicists, and the press You can enter the guerilla jungle and emerge with the lion's share of the sales! Let Guerilla Marketing For Dummies show you how.

### **Guerrilla Marketing Weapons**

### **Guerrilla Marketing Attack**

An easy-to-digest overview of the many free and low-cost ways independent musicians, managers and promoters can harness the Internet to gain widespread exposure, attract more fans, and make money with their music. Veteran author, speaker and teacher Bob Baker reveals guerrilla marketing tactics to build an effective artist website, make the most of social media sites, and use the latest digital music promotion tools. From Facebook, Twitter and YouTube to blogs, podcasts and music sales widgets it's all covered here.

### **Get What You Deserve H**

A consultant to some of America's leading corporations shares key insights and ideas on how to supercharge one's business and career, explaining how to create and develop new opportunities for wealth in any business, enterprise, or venture. Reprint. 50,000 first printing.

### **One Hour Marketing**

Steve Jobs, Richard Branson, and Ben and Jerry may think they were the first guerrilla marketers, but Mao beat them to the punch years ago. Get ready for the lessons of success from the original "Chairman" of the board. Mao in the Boardroom is the new Little Red Book for a capitalist world. "A curious amalgam of humor and business advice, Stricker's book should appeal to little guys thinking about going up against the big dogs." - Publishers Weekly

### **Guerrilla Marketing for Writers**

Hundreds of ideas for reaching and keeping the fastest-growing markets in the 90s, marketing during a recession, what consumers in the 90s care most about, how to use the technological explosion for bigger profits, and management lessons for the 21st century.

## **Don't Buy A Duck**

This book gives street-level instruction and real-world examples on how to promote, distribute, and sell a production.

## **The Self-publishing Handbook**

More than two decades and dozens of bestselling books have proven that guerrilla marketing is the number one low-cost method for marketing a business. If you're a business owner who wants to take advantage of its powerful, effective techniques but don't know where to start, the man who started it all teaches you just what to do. Jay Conrad Levinson, the father of guerrilla marketing, and Jeannie Levinson have teamed up to produce a beginner-oriented guide that shows business owners how to get started with guerrilla marketing. Presented with a generous supply of true-life stories from the Levinsons' rich experience, it breathes life into the hottest and most well-known school of marketing so that readers are able to compete with assurance and market profitably. Covering the whole spectrum of marketing it takes readers from neophytes to guerrillas in 288 pages. Action-packed chapters include: • The personality of a marketing guerrilla • Guerrilla marketing defined • Succeeding with a guerrilla marketing attack • Selecting guerrilla marketing weapons • Creating a seven-sentence guerrilla marketing plan • Making a guerrilla marketing calendar • Launching your attack • Maintaining your campaign This is the ideal volume for first-time marketers who want to use guerrilla marketing techniques to bring their business to the top.

## **Guerrilla Marketing for Consultants**

This book will prepare small and medium-size businesses with vital information about direct marketing, customer relations, cable TV, desktop publishing, and much more.

## **Startup Guide to Guerrilla Marketing**

Not long ago, Artificial Intelligence (AI) only existed in the realm of science fiction. Today, it's a reality and is only growing more prominent each day, spreading across both every imaginable industry and countries around the world. But what is the number one AI modern person interacting with on a daily basis? The Internet. While search engine technology has been around for a few years, page-rank algorithms have been revolutionized by the introduction of AI technologies. Because this trend will continue into the foreseeable future, and become increasingly more important as the years go on, any digital marketer, small business owner, or social media user needs to know how it all works—and how you can use it to your advantage. In *The Future of Artificial Intelligence in Digital Marketing*, you will dive into the details of artificial intelligence

(AI) and how it has dramatically affected digital marketing. Documenting the advancement of AI digital marketing, *The Future of Artificial Intelligence in Digital Marketing* offers proven solutions to mastering digital processes and search engines. The importance of applying empathic machines in digital marketing can't be overstated—nor can the benefits of using humanized AI digital marketing. Revolutionize your digital marketing world with *The Future of Artificial Intelligence in Digital Marketing*.

### **The Best of Guerrilla Marketing--Guerrilla Marketing Remix**

What's Your Website's ROI? Written to help marketers—from the Fortune 1000 to small business owners and solopreneurs—turn their websites from cost centers to profit centers, *The Digital Marketing Handbook* by legendary copywriting pioneer and marketing expert Robert W. Bly teaches you the proven models and processes for generating a steady stream of traffic, conversions, leads, opt-ins, and sales. Whether you are marketing an online-based business, brick-and-mortar store, or a hybrid business, Bly will teach you how to: Integrate a digital marketing plan with traditional marketing outreach efforts Maximize open rates, click-through rates, conversions, and sales Avoid the most common internet marketing mistakes that cause people to fail online Build a large and responsive opt-in email list Master Google AdWords, Facebook Advertising, and other traffic-generating tactics Drive quality leads to your online and offline storefronts Produce brand awareness and generate leads with Snapchat, Instagram, Periscope, Pinterest, and other social media platforms Design hub sites, landing pages, and "squeeze pages" guaranteed to bring in leads Plus, Bly shares tested direct response methods that can increase your online revenues by 50, 100, and even 200 percent along with an extensive resource section to give your website a competitive edge.

### **Guerrilla Marketing for the Home-based Business**

In detailed chapters that cover everything from developing an advertising strategy to designing effective ads and copy, Levinson delivers no-nonsense advice on how to maximize advertising effectiveness. *Guerrilla Advertising* tells readers how to focus their audience, stay within budgets, polish layout and copy, and adapt tactics to appropriate media.

### **The Digital Marketing Handbook**

Offers practical guidelines for improving marketing style, and discusses the importance of persistence, precision, problem solving, research, timing, persuasion, and networking

### **The Future of Artificial Intelligence in Digital Marketing**

The Guerilla Film Makers Handbook is easily the most helpful and honest book ever written about what it takes to make an independent movie.

### **The Content Marketing Handbook**

Identifies one hundred marketing "weapons" that minimize expenses and maximize profits for retailers, manufacturers, and the service industry

### **Easy and Inexpensive Strategies for Making Big Profits from Your Small Business**

Easy and Inexpensive Strategies for Making Big Profits from Your Small Business By Jay Conrad Levinson

### **Guerrilla Marketing Online**

A guide to the effective use of sound in marketing, revealing the surprising ways sound can influence our emotions, opinions, and preferences

### **Guerrilla Marketing For Dummies**

This book will guide marketers into the world of positioning and selling products and services. The authors lead the reader step by step through the process of developing a marketing campaign. They offer detailed descriptions of more than a hundred marketing tools from contests to affinity programs, from direct mail to billboard advertising. Anecdotes, graphics, and rules of thumb are also included.

### **Guerrilla Marketing**

TAKE CONTROL OF THE MESSAGES YOU SEND! do it now. To get what you deserve. . .Let people know talented, motivated and honest you are.p>To let people know how talented, motivated and honest you are. . .Market yourself. Guerilla marketing yourself is the science of persuading people that you deserve to succeed. Arming you with the tools and mindset of the guerrilla, this is a breakthrough book teaches you to analyze your product --you--and provides the techniques and strategies you need to market yourself to the top! GET WHAT YOU DESERVE

## **Bigwig Briefs**

“Communicates very complicated ideas in a very simple manner” (Jay Conrad Levinson, author of Guerrilla Marketing). Who says marketing has to take weeks or months—or even hours—to plan and execute? All you need is sixty minutes, an open mind, and One Hour Marketing. If you’ve been running your business on empty because marketing seemed too confusing, too difficult, or too time-consuming, relax. One Hour Marketing tells you what you need to know to make your marketing work—fast! In a book you can read in one hour, Herman Pool shows you why marketing works, and how you can build a plan in an hour, then execute it without huge time commitments. Read this book and you will: \* learn what steps to take to make your marketing work \* discover how to identify your ideal target market to make sales easier \* build an actionable marketing plan quickly \* understand the essential methods and tools you need to succeed You’ll even learn the secrets to getting the work done—without having to do the work yourself.

## **Guerrilla Marketing Attack**

Guerrilla music basic training - Guerrilla music marketing online - Guerrilla music publicity - Guerrilla music money & sales - Guerrilla music promotion tactics - Final guerrilla music marketing thoughts.

## **Guerrilla Advertising**

Provides more than one hundred practical ideas, action plans, and implementation steps to help businesses identify unconventional social media opportunities to increase online presence, attract customers, and improve profits.

## **The Sonic Boom**

Describes marketing techniques particularly effective for home-based businesses, emphasizing the importance of positioning, word-of-mouth advertising, direct mail, and customer service

## **Guerrilla Marketing for Free**

The latest strategies for job hunters revealed in this revised and updated edition This new Third Edition features the latest job-hunting strategies for the Information Age. You'll discover key techniques to reach hiring managers at the employers you want to work for most. New chapters integrate using social media and social networking tools like Facebook, Twitter, LinkedIn, and ZoomInfo in your job search, along with case studies from successful guerrilla job hunters that detail what

works in today's hyper competitive job market with commentary from America's top recruiters. Present your skills in creative new ways that stand out in today's hyper-competitive job market Employ little-known search engine optimization tricks used by top headhunters Integrated web site updated bi-weekly to remain state-of-the-moment Part of the Guerrilla Marketing Series, the bestselling marketing book series The job search process has changed drastically in the past few years. Turn these changes to your advantage and make your search successful with Guerilla Marketing for Job Hunters 3.0.

### **Guerrilla Marketing Excellence**

### **Guerrilla Marketing for Job Hunters 3.0**

Build a disruptive marketing agency for the modern age The marketing services industry is on the cusp of a truly transformational period. The old guard, rooted in tradition and resistant to change, will fall and new leaders will emerge. Hybrid marketing agencies that are more nimble, tech savvy, and collaborative will redefine the industry. Digital services will be ingrained into the DNA and blended with traditional methods for integrated campaigns. The depth, versatility, and drive of their talent will be the cornerstones of organizations that pursue a higher purpose. The Marketing Agency Blueprint is a practical and candid guide that presents ten rules for building such a hybrid agency. The new marketing agency model will create and nurture diverse recurring revenue streams through a mix of services, consulting, training, education, publishing, and software sales. It will use efficiency and productivity, not billable hours, as the essential drivers of profitability. Its value and success will be measured by outcomes, not outputs. Its strength and stability will depend on a willingness to be in a perpetual state of change, and an ability to execute and adapt faster than competitors. The Marketing Agency Blueprint demonstrates how to: Generate more qualified leads, win clients with set pricing and service packages, and secure more long-term retainers Develop highly efficient management systems and more effective account teams Deliver greater results and value to clients This is the future of the marketing services industry. A future defined and led by underdogs and innovators. You have the opportunity to be at the forefront of the transformation.

### **Guerrilla Film Marketing**

The Content Marketing Handbook helps entrepreneurs, marketers, and small business owners understand the true role of content within integrated multichannel marketing campaigns, avoid wasting time and money by giving away content with no ROI, and instead skillfully create content that builds trust, stimulate interest, and ultimately get more orders for what they are selling. Readers will learn how to: Create A-level content that gets noticed, gets read, and eliminates "content pollution" Overcome the biggest weakness of content marketing Double marketing response rates by adding lead magnets,

bonus reports, and other free content offers Use content to build brands, enhance reputations, and stand out from the competition Plan, execute and measure content marketing in a multichannel environment Know when to stop giving away content and start asking for the orders

### **The Marketing Agency Blueprint**

Guerrilla Multilevel Marketing delivers 100 low cost marketing tactics for bringing in an endless stream of qualified prospects after your warm list is exhausted. It simplifies marketing so that anyone can get immediate results and teach others the system. It helps you gain and sustain momentum in your business. It builds confidence in yourself, your products and your opportunity. It teaches you how to get people to commit. It gives you more than 50 excuses for following up. It lets you focus on your strengths by choosing only tactics suited to you.

### **Guerrilla Multilevel Marketing**

Since the publication of this bestseller two years ago, the number of people who are connected to the Internet directly rather than through an online provider has exploded, which has had a dramatic impact on online commerce. Guerrilla Marketing Online, 2nd Edition, completely revised and updated, addresses this shift in user access, unveiling new marketing weapons and techniques for promoting business electronically.

### **Guerrilla Marketing for Job Hunters**

Guerrilla Marketing's Greatest Hits—Updated, Adapted, Remastered... The only book to deliver The Best of Guerrilla Marketing—a combination of the latest secrets, strategies, tactics, and tools from more than 35 top-selling Guerrilla Marketing books—updated for a new generation. "When they write the history of marketing thought, Jay doesn't get a page he gets his own chapter." —Seth Godin, author of *Poke the Box* "This book is the culmination of Guerrilla Marketing's huge footprint on the marketing landscape. Keep it on top of your desk-it will become your marketing bible." —Jill Lublin, international speaker and author, [jilllublin.com](http://jilllublin.com) "For business survival in the 21st century, Guerrilla Marketing ranks right up there with food, water, shelter—and, of course, Internet access." —David Garfinkel, author of *Advertising Headlines That Make You Rich* "21 million entrepreneurs around the world, including me and most of my clients & friends, owe a debt of gratitude to Jay Conrad Levinson for his inspiring Guerrilla Marketing advice and mentoring." —Roger C. Parker, [www.PublishedandProfitable.com](http://www.PublishedandProfitable.com) "Guerrilla Marketing has always been about helping the 'little guy' market effectively and succeed against big-budget competitors. And now, in the new hyper-connected and hyper-competitive digital age, Guerrilla Marketing is again proving to be an essential key ingredient to help achieve business success." —Stuart Burkow, advisor on

making money in business and advocate for free enterprise, [www.kingofprofits.com](http://www.kingofprofits.com) “Jay Levinson wisely guided my partners and me as we built our company from zero to \$60 million in six years – and sold it! His brilliant marketing know-how played a huge role in our dramatic success. ” —Steve Savage, president, Savage International “Guerrilla Marketing is far more than a brand. It has joined Xerox and Kleenex as part of our language.” —Orvel Ray Wilson, CSP, marketing coach, sales trainer and author “Jay's original Guerrilla Marketing validated all the marketing I'd been already doing, and opened my eyes to many new possibilities. Since that time, I've read many books in the series, and was thrilled to bring Guerrilla Marketing to the environmental world with Guerrilla Marketing Goes Green. Jay has proven over and over again that there's more to marketing than throwing a lot of money into ads, and that small businesses, nonprofits, and grassroots organizations can market effectively and inexpensively.” —Shel Horowitz, award-winning author, speaker, consultant, green/ethical marketing expert “Guerrilla Marketing Reigns Supreme as THE Source for Most Affordable and Effective MarketingEver!” —David Fagan, owner, The Icon Builder “In the marketing jungle the Guerrilla is king!” —David Perry, Perry-Martel International “Guerrilla Marketing is the Guerrilla Cream that rises to the Guerrilla Top. Those that use it, have used it and will use it get the view from the Top!! This book is one more ticket to your trip to your Guerrilla Top.” —Al Lautenslager, [www.marketforprofits.com](http://www.marketforprofits.com) “Jay Conrad Levinson's Guerrilla Marketing series helped revolutionize marketing for the entrepreneurs who transformed small business into the powerful engine that drives economic growth in America. That his work keeps evolving but always stresses ethics, creativity, and technology with makes his achievement all the more valuable and remarkable.” —Michael Larsen, literary agent, Michael Larsen-Elizabeth Pomada Literary Agents Contributions from 35 Guerrilla hits, including: The Guerrilla Marketing Handbook Guerrilla Publicity Guerrilla Marketing in 30 Days Guerrilla Marketing for Writers Guerrilla Social Media Marketing Guerrilla Marketing on the Internet Guerrilla Networking Guerrilla Negotiating Guerrilla Selling Guerrilla Public Speaking Guerrilla Multilevel Marketing Guerrilla Profits Guerrilla Financing Guerrilla Business Secrets Guerrilla Breakthrough Strategies Guerrilla Retailing Guerrilla Rainmaking Guerrilla Marketing for Consultants Guerrilla Marketing Goes Green Guerrilla Marketing for Nonprofits

### **Guerrilla Marketing for the Home-based Business**

Offers a six-step process for salespeople to operate effectively in a customer-oriented business climate and make a dramatic difference in their careers

### **Mao in the Boardroom**

Describes the publishing process, and discusses costs, pricing, copyright, book design, advertising, and distribution

### **Guerrilla Music Marketing Online**

## Download Ebook The Guerrilla Marketing Handbook

The guru of the Guerrilla Marketing series, with over a million copies in print, teaches entrepreneurs how to market aggressively without spending one cent. Levinson, the authority on big-business marketing on a small-business budget, takes this concept one step further by offering scores of marketing ideas that are completely free. He proves that aggressive marketing doesn't have to be expensive if you use creative and unconventional means. \* Hold a giveaway contest. You'll attract customers and acquire names for your mailing list. \* Give free talks, consultations, and demonstrations. You'll establish yourself as an expert and publicize your business at the same time. \* Post on websites, bulletin boards, and other online communities. They offer countless opportunities for spreading your business message. \* Feed your clients. Sending cookies or offering free refreshments in your store can set you apart from the competition. Levinson offers dozens of other tips -- some straightforward, many surprising -- in a unique, indispensable guide that proves you don't have to pay top dollar to improve your bottom line.

### **The Guerrilla Marketing Handbook**

Marketing doesn't have to be a mystery. That's the simple premise behind Don't Buy A Duck: Stop Wasting Money And Only Do Marketing That Works!

### **Guerrilla Marketing for Social Media: 100+ Weapons to Grow Your Online Influence, Attract Customers, and Drive Profits**

Because the battle begins before a book even hits the shelves, an author needs every weapon to get ahead of the competition. Guerrilla Marketing for Writers is packed with proven insights and advice, it details 100 "Classified secrets" that will help authors

### **The Guerrilla Film Makers Handbook**

Describes marketing techniques particularly effective for home-based businesses, emphasizing the importance of positioning, word-of-mouth advertising, direct mail, and customer service

### **Guerrilla Marketing in 30 Days Workbook**

Trusted advice on successful consulting from the authors of the bestselling Guerrilla Marketing series Consulting is entering the era of the guerrilla client-buyers with a glut of information at their fingertips and doubts about the value consultants

add. Guerrilla Marketing for Consultants is the first book to reveal how guerrilla marketing can transform today's challenges into golden opportunities for winning profitable work from the new breed of consulting clients. Packed with information, this step-by-step guide details the 12 marketing secrets every consultant should know, the anatomy of a marketing plan, Web sites, sources of free publicity, direct-mail marketing, winning proposals, and more. Jay Conrad Levinson (San Rafael, CA) is the Chairman of the Board of Guerrilla Marketing International and the author or coauthor of more than 30 books, including the bestselling Guerrilla Marketing series. Michael W. McLaughlin (Mill Valley, CA) has been a partner with Deloitte Consulting since 1994.

### **Guerrilla Music Marketing Handbook**

Create an irresistible brand image and build an audience of loyal and engaged fans Guerrilla Film Marketing takes readers through each step of the film branding, marketing and promotional process. Tailored specifically to low-budget independent films and filmmakers, Guerrilla Film Marketing offers practical and immediately-implementable advice for marketing considerations across every stage of the film production process. Written by a leading film industry professional, Guerrilla Film Marketing teaches readers how to: Master the fundamentals of guerrilla branding, marketing and promotion; Create an integrated marketing plan and calendar based on realistic budgets and expectations; Develop internet and social media marketing campaigns, including engaging studio and film websites and powerful, marketing-centric IMDb listings; Assemble behind-the-scenes pictures, videos and documentaries; Produce marketing materials such as key art, posters, film teasers, trailers and electronic press kits (aka "EPKs"); and Maximize the marketing impact of events such as test screenings, premiers, film festivals and industry award ceremonies. Guerrilla Film Marketing is filled with dozens of step-by-step instructions, checklists, tools, a glossary, templates and other resources.

### **Getting Everything You Can Out of All You've Got**

Internationally renowned marketing expert Jay Conrad Levinson and co-author Al Lautenslager offer a hands-on workbook in the famed Guerrilla Marketing series. Designed for use either as a stand-alone tool or as a supplement to Guerrilla Marketing in 30 Days, this interactive workbook provides practical exercises that deliver a customized, action-oriented marketing plan. Easy to use, the workbook is completely page driven. Specific components of a marketing plan are produced upon completion of each exercise.

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