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|--------------------|-----------------------------|-------------------------|---------------------------|
| Before (Prospects) | Target Audience | Message to Market | Media to Reach the Market |
| | | | |
| | | | |
| During (Leads) | Lead Capture System | Lead Nurturing System | Sales Conversion Strategy |
| | | | |
| | | | |
| After (Customers) | Deliver Customer Experience | Increase Lifetime Value | Orchestrate Referrals |
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Marketing Foundations

Foundations Of Marketing

KJ Lindholm-Leary



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