



Zombie Loyalists: Using Great Service to Create Rabid Fans

Peter Shankman

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Marketing and PR expert Peter Shankman has been working with the biggest companies in the world to create what he calls "Zombie Loyalists," fervent fans that help companies massively increase their customer base, brand awareness, and most importantly, revenue. After all, why should you have to tell the world how amazing you are if you can have your existing customers do it for you? Imagine an army of customers who will do your public relations, marketing and advertising, without being asked, each and every time they give you their money. These are Zombie Loyalists. They are ready to buy what you sell, respond to your email offers and demand that their friends to do the same.

So how do you get this rabid following? There's been a lot of lip service given to customer loyalty over the past few years, but most companies still don't realize that a points program or a slew of untargeted emails simply won't do it. With so many products and platforms to choose from, amazing customer service is the only differentiator that will truly put you ahead of your competition. Looking at exceptional companies like the Ritz Carlton, Commerce Bank, and Starwood Hotels, as well as smaller businesses to turn their customers into Zombie Loyalists, he shows how you can create your own customer army.



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Clarence Hamm:

The actual book Zombie Loyalists: Using Great Service to Create Rabid Fans has a lot info on it. So when you make sure to read this book you can get a lot of benefit. The book was compiled by the very famous author. The writer makes some research previous to write this book. This kind of book very easy to read you may get the point easily after perusing this book.

Roger Bennett:

Why? Because this Zombie Loyalists: Using Great Service to Create Rabid Fans is an unordinary book that the inside of the book waiting for you to snap it but latter it will jolt you with the secret this inside. Reading this book adjacent to it was fantastic author who write the book in such awesome way makes the content inside of easier to understand, entertaining way but still convey the meaning entirely. So , it is good for you because of not hesitating having this anymore or you going to regret it. This excellent book will give you a lot of rewards than the other book have got such as help improving your skill and your critical thinking technique. So , still want to delay having that book? If I have been you I will go to the publication store hurriedly.

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