



# **No B.S. Guide to Direct Response Social Media Marketing: The Ultimate No Holds Barred Guide to Producing Measurable, Monetizable Results with Social Media Marketing**

*Dan S. Kennedy, Kim Walsh-Phillips*

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To avoid grabbing every business owner he meets by the shoulders and shaking them, millionaire maker Dan S. Kennedy has joined with marketing strategist Kim Walsh-Phillips to help business owners, private practice professionals, and professional marketers start making dollars and cents of their social media marketing.

Daring readers to stop accepting non-monetizable “likes” and “shares” for their investment of time, money, and energy, Kennedy and Walsh-Phillips urge readers to see their social platforms for what they are—another channel to reach customers and gain leads and sales for their efforts. Illustrated by case studies and examples, this No B.S. guide delivers practical strategies for applying the same direct-response marketing rules Kennedy has himself found effective in all other mediums.

Covers:

- How to stop being a wimp and make the switch from a passive content presence into an active conversion tool
- How to become a lead magnet by setting up social media profiles that focus on the needs of ideal prospects (not the product or service)
- Creating raving fans that create introductions to their networks
- How to move cold social media traffic into customers
- The role of paid media and how to leverage social media advertising to drive sales

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