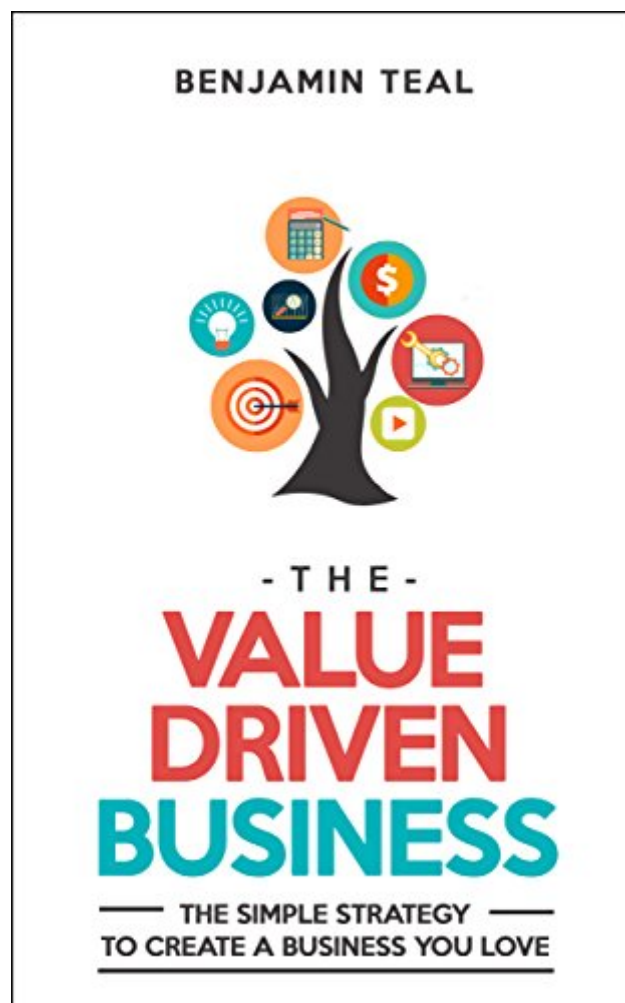




The book was found

The Value Driven Business: The Simple Strategy To Create A Business You Love



Synopsis

Now a #1 International Bestseller “Without quality, it won’t take customers long to figure out you over-promised and under-delivered.” • Want to build your lifestyle business with long-term, sustainable growth? Then stop treating your customers like an ATM machine. This is not your typical business book. Benjamin Teal offers a different approach to building a thriving business by connecting with customers on a deeper level, consistent with your true self. You’ll learn: How to choose your ideal customers, the ones that are the best fit for your product or business, which will help your business grow. The 5-step framework to building a Value Driven Lifestyle Business so you can grow your business by doing what matters most to you, without feeling slimy or scammy. Why being a bridge builder will form lasting connections with your customers and keep them coming back again and again. Why other business books are focused on the wrong things, and how shifting your approach will result in bottom line growth. How to deliver massive value in a way that is true to yourself and the things that are most important to you. Teal exposes some of the “sleazy” strategies that other business success gurus use, and busts open commonly held beliefs about how to succeed in business and make money online. The Value Driven Business will challenge you to find your core values and find your ideal clients that share them. Ben’s methods will ultimately lead you to owning a business that doesn’t consume your life, sanity, and one that you can be proud to put your name on.

Book Information

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Customer Reviews

In a world where most businesses just want you to buy and buy without giving anything in return Ben Teal shows another way by providing quality, real value to customers. As a client I've seen Ben use the exact same strategies he outlines in his book to build up my business and help hundred of other other business owners. Building trust and credibility is a hard thing to do, but easy to lose it and Ben shows that by providing value instead of constantly pitching the sale is the true key to a rewarding business. Ben's book is easy to read and contains a lot of "AHA" moments that can easily change the way you think about starting and running your business. If you're thinking of starting a company or just a small business you can easily gain some useful insights in this book.

....about knowing myself better with this book. This helped me to create my personal branding. But of course 'starts with you, but is not about you' There's good info about how to know your right clients (not the, YOUR client) what are their needs, fears and desires. Also another interesting concept such as the trust gap and the bridge. All in all, I think the book was worth the price...and I like the author layback attitude to explain things.

Very good read. This book lays out how to build a business around your values. You learn how to identify what's important to you and who is your ideal customer. Sound advice if you're trying to figure out how to live a "want to" life.

Ben provides true insight into getting explosive growth in your business by providing MORE value to your customers instead of just trying to suck them dry over and over again. Best book on business I have read in LONG time. Definitely recommend!

The book is engaging and keeps the reader's attention very well. I enjoyed the personal anecdotes and writing style. This is a must own book for anyone wanting to take their business and marketing to the next level. I highly recommend.

great purchase

As described!

Interesting, straight forward book. Great for someone thinking about starting their business or who has a small scale business. Only one complaint: the book clearly didn't have a copy editor as there are lots of missing and misspelled words....

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