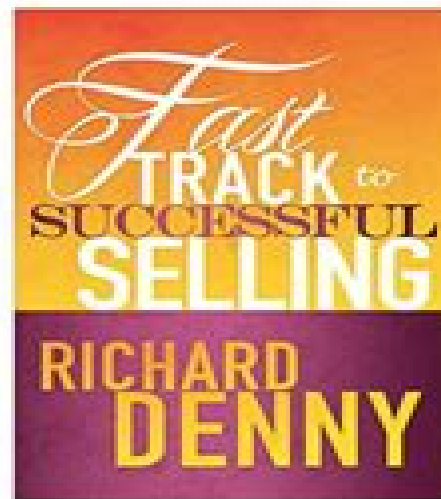


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The Small Business Success Guide Margie Sheedy, 2011-09-19. Whether you're a budding entrepreneur or you already own a small business, The Small Business Success Guide will help you fast-track your business on the ride from good to great. The Small Business Success Guide is brimming with practical ideas and proven strategies to make your small business a winner. Including inspiration and guidance from some of Australia's leading small business experts, this handy resource has the answers to turn your dream into a profitable reality. Inside, you'll discover how to get your business foundations right, manage your people, power up sales and marketing, use the web effectively, take the hard work out of accounting, nut out the legals and logistics. *Adweek's Marketing Week*, 1989.

Business [REDACTED], 2003. [Book Yourself Solid for Creatives](#) Michael Port, Joana Galvão, 2025-03-26. Expand your book of business at your creative agency or freelance service. In *Book Yourself Solid for Creatives*, bestselling author Michael Port and Joana Galvão deliver a game-changing and super-specific playbook for creative professionals seeking to fill their pipeline with dozens or hundreds of qualified leads and convert them into paying clients. The authors explain how to achieve your business goals, pack your calendar with high-value clients, and increase your top and bottom lines. In the book, you'll find effective strategies adapted from the author's bestselling *Book Yourself Solid* that work perfectly in the challenging and unique space occupied by creative professionals. You'll also discover actionable techniques and frameworks you can implement immediately to dramatically increase the number of valuable and qualified leads in your pipeline. How to differentiate your services from your most relevant and

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