DESCRIPTION

A definitive guide to growing your small business through "Engagement Marketing"

As a small business owner, you've always relied on word-of-mouth referrals to grow your business. Thanks to social media—and its nimble partner, mobile technology—it's now easier than ever to turn customers and clients into engaged fans who spread the word about your business across a variety of online platforms. And that's what Engagement Marketing is all about. Written for anyone who owns or manages a small business or non-profit, this book is filled with practical, hands-on advice based on the author's experience of working with thousands of small businesses for over a decade.

You'll learn how to attract new prospects—as well as how to increase repeat sales—using your existing customers and social networks.

• Learn how to create customer experiences that increase positive customer reviews and endorsements

• Get practical advice on how to entice people to join your social networks and run engagement campaigns that increase visibility—and endorsements—for your business

• Understand why engagement is so important—and how you can use it to turn passionate fans in your social networks into tomorrow's new business

• Author Gail Goodman is CEO of Constant Contact, America's leading email and social media marketing company for small businesses
*Engagement Marketing* will help you make a bigger name for your company, build your network, and reach your goals.

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**ABOUT THE AUTHOR**

**About Gail F. Goodman**

Gail is the CEO of Constant Contact, a leading provider of e-mail marketing, social media marketing, event marketing, local deals, and online survey tools for more than half a million small organizations. A small business expert and visionary, Gail has revolutionized the way small businesses and organizations can effectively and affordably build relationships with their customers, clients, and members. Through her work, she has learned a variety of lessons on how small businesses succeed in reaching and keeping customers—all of which she brings to bear in *Engagement Marketing*. In 2011, Gail was named one of Boston's top 30 innovators by *The Boston Globe*. She is a member of the Board of Trustees of the Massachusetts Technology Leadership Council, a member of the Board of Directors of SCORE, and Chairman of the Board at Constant Contact.

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