

Recession Marketing 100

Allison Tivnon

Survive, Exploit, Disrupt Peter Steidl, 2016-05-12 Recessions -- there may not be anything we can do to stop them, but we have plenty of choices when it comes to our response. During a recession too much time can be spent trying to guess what impact it may have, while too little time is spent exploring the strategic options available. *Survive, Exploit, Disrupt* addresses the need for companies to shift their strategic thinking during an economic downturn. As trends change and consumer behaviour becomes less predictable, companies that triumph over economic downturn fall into three categories: survivors, exploiters and disrupters. This book shows executives how to navigate their way through the many challenges a recession represents for their business, and capitalise on the opportunities these periods of upheaval present. Inside you'll discover: the drivers of change during a recession how to adapt to recessionary periods how to exploit growth opportunities and identify disruptive opportunities specific actions you can take to survive a recession. The result is a solid basis for recession-proof strategy that companies can implement to ensure that they survive the tough times.

Recession Storming Rupert M. Hart, 2008-03-03 The #1 book on Marketing in a Recession on Amazon. com for over 3 years. It was published in early 2008, 9 months before it was announced that we had been in recession since December 2007. So you've cut costs, now what? You just can't cut your way to greatness and *Recession Storming* will get you out into action with new strategies to

squeeze more revenue from your customers, increase margin by resisting price pressure, change the game with recession-specific product-offerings, and expand into new markets. There are over 100 marketing strategies from 80 companies from 5 recessions and 40 industry downturns. 5 star-rated by reviewers like you: This book really amazed me for how practical its advice is. Very practical ...Neat stuff, timely advice. Invaluable for business owners, marketing teams, investors and consultants. Just one idea will repay the price of the book many times over. Also available in extended version (with chapters on costs and acquisitions) as The Recession Storming Handbook of Recession & Recovery Strategy (qv). Reach the author at Rupert@RecessionStorming.com

Boomer Marketing Ian Chaston, 2009-06-08 Baby boomers (consumers in the 50+ age bracket) are the wealthiest, fastest growing consumer group in the world. Despite this, the vast majority of marketing spend is focused on much younger people. Recessions always dampen consumer spending, but in the 21st century's first recession, the decline in spending among the younger age group has been amplified by excessive borrowing and collapsing house prices. More so than ever before, the current global recession highlights the need for firms to revise their marketing strategies and practices in order to remain competitive. In this book, Ian Chaston uses original case material to propose strategic solutions that take advantage of the moneyed segments of the maturing boomer market. Key topics covered include: Marketing errors made by

UK banks in the current global crisis Market research Customer targeting Marketing strategies and pricing innovation Promotion and distribution A world first, Boomer Marketing is useful for students of marketing and consumer behaviour and is essential reading for practitioners who understand the need for money-oriented marketing. Additional lecturer material available at www.routledge.com/9780415489638

Recession Marketing Joseph Finora, 2009-08 Can you market your way out of a recession? Yes you can! By reading this book, among other things, you'll learn how to tap into social media opportunities, how to get on television and into the newspapers, how to e-market and best of all how to keep your business percolating in even the toughest of times. What do we say in our offices? When the going gets tough, the tough start marketing! Is it a coincidence that some of the biggest companies in the world are also the non-stop marketers? Hardly. If you're a businessperson looking to get to that elusive next level, some of the information in this book may help you get there. It's Only a Recession, or Is It? What's All the 'Buzz' about Social Media? Breaking Through Barriers to 'Yes' and Why Price Can Be Irrelevant Is Your Office Crisis-Ready? Harnessing the Cult of Your Personality -- Don't Lose Your Ego, Use It The Greatest Risk of All - Nothing How to Meet the Press or 'I Want My CNBC!'

The Guide to Recession Marketing Clyde Josef Souza, 2013-08 This is a guide to Recession marketing for small and large organizations. It will help: -

Craft a strategy to help the business thrive in a recession. - Leverage social media to engage with the target market. - Deploy a mobile marketing campaign for effective targeting. - Deploy guerrilla marketing tactics to find new customers. - Anticipate turns in the business cycle and adapt marketing efforts accordingly.

Beat the Recession Nicholas Bate, 2009-01-10 Let's be honest: the financial outlook isn't great. However, as long as they act now, businesses can keep afloat. Beat the recession: A blueprint for business survival contains the best current thinking on how to survive in the present global economic downturn. Beat the recession is a practical toolkit containing invaluable and practical advice to help owners of businesses, large or small, to weather the economic storm and emerge triumphant. There's no padding, no waffle or theory, just 100% turn-this-business-around-now value. Beat the recession has been written for business owners and managers who just want to get straight to the facts. It contains more than 170 brilliant ideas that can be implemented straightaway to strengthen and increase company performance, including the key areas where readers can make, or break, their business; practical steps that need to be taken right now to ensure survival; insights on how readers can implement these measures across their businesses; step-by-step action points to guide them through problem areas; secrets for keeping morale high and tips to increase productivity and equip businesses to weather the economic storm and emerge from it stronger and more competitive.

Marketing at Low Tide Allison Tivnon, 2020-10-19 In 2020, the longest period of economic expansion in U.S. history came to a grinding halt. Caught off guard by years of growth and record-breaking profits, architecture, engineering, and construction firms (known collectively as the A/E/C Industry) are now reeling and wondering how long the recession will last and how severe the financial impacts will be. During the Great Recession of 2008-2010, many A/E/C firms made deep and devastating cuts into their Marketing departments. These short-sighted 'cost-saving' measures rippled across the country and caused waves of layoffs of marketing professionals across all job categories and levels of seniority. This type of extreme de-investment in marketing resources hinders a firm's ability to position in the hyper-competitive landscape of a recession. It also increases the likelihood of a loss in market share to competitors who didn't make such cuts. To prevent this from happening again, it is important to take a step back and reflect--to both understand the motivations and perceptions that drive firm financial decisions, as well as to clinically review some of the miss-steps marketing departments make when the 'tide goes out'. The wear and tear of a strong economic expansion can take a toll on our marketing operations and make it difficult to pivot into recession. Any stumbles in our agility send signals to our firm leadership that we may not be up to the task of weathering an economic downturn. This book offers several action steps and strategies to reinforce our marketing operations and improve the agility we

so badly need right now.

Maximizing Business Growth Russ Holder, 2010-04-10 Maximizing Business Growth is your guide to building a business development program that drives exponential growth in sales, profits and market share with minimal effort and expense... regardless of your economic environment. Based on the TriFecta Exponential Growth Model, business development expert Russ Holder shows you how to create and implement a comprehensive plan capable of producing incredible marketing synergy that can take your business to new heights. Inside this book you will discover how to: Reduce marketing waste and expenses while creating massive improvements in sales and profits. Make your business stand out in the most competitive market in the history of commerce. Generate multiple streams of new customers. Make your business 100% recession proof in only a few months. Counter competitor price-cutting without reducing your profit margins. Create powerful marketing campaigns that will outperform all your previous marketing efforts. And much more!

Spend Shift John Gerzema, Michael D'Antonio, 2010-09-02 Gold Medal Winner, General Business, 2012 Axiom Business Book Awards Understanding the post-crisis consumer In *Spend Shift*, John Gerzema, world-renowned expert on consumer values, and Pulitzer prizewinning author Michael D'Antonio document the rise of a vibrant, values-driven post-recession economy. To tell the story of this movement, the authors travel to large cities and small towns across eight bellwether states, to examine the value shifts sweeping the

nation. Through in-depth observation, proprietary data from Young & Rubicam, and interviews with experts, the authors analyze the changing consumer psyche, document the five shifting values and consumer behaviors that are remaking America and the world, and explain what it means to businesses and leaders. Explores a movement in society where the majority of American consumers are embracing both value and values Shows how post-crisis consumer expectations and behaviors will drive business decisions Draws on interviews with CEOs and entrepreneurs to reveal how companies like Ford and Etsy are reconnecting with the post-crisis consumer Compelling and insightful, Spend Shift is essential reading for anyone interested in how values are changing and how businesses can connect with consumers after the recession.

Crisis Proof Marketing Denise Price, Jennifer Johnson, 2009-02-05 If you work in a referral based sales industry, this book is for you. In 2008 we watched the market collapse, the economy come under question, business ethics being scrutinized, and the flow of credit tightened. Companies large and small are re-examining the way they do business, and buyers are re-examining their spending habits. This means unlimited opportunity to win new clients and build a thriving business in the midst of a recession. The first step is realizing that buyers are searching for the best deal for their Dollar or Euro. Crisis Proof Marketing is a system - a business model- which refocuses your attention and budget where it can be most efficient and most profitable. This system will demonstrate how you can operate your business seamlessly in

the eyes of your clients, build trusting business relationships, generate referrals, and plan for the future, no matter what it has in store.

The Financial Crisis and the Free Market Cure: Why Pure Capitalism is the World Economy's Only Hope John A. Allison, 2012-09-21 The #1 Wall Street Journal Bestseller “Required reading. . . . Shows how our economic crisis was a failure, not of the free market, but of government.” –Charles Koch, Chairman and CEO, Koch Industries, Inc. Did Wall Street cause the mess we are in? Should Washington place stronger regulations on the entire financial industry? Can we lower unemployment rates by controlling the free market? The answer is NO. Not only is free market capitalism good for the economy, says industry expert John Allison, it is our only hope for recovery. As the nation’s longest-serving CEO of a top-25 financial institution, Allison has had a unique inside view of the events leading up to the financial crisis. He has seen the direct effect of government incentives on the real estate market. He has seen how government regulations only make matters worse. And now, in this controversial wake-up call of a book, he has given us a solution. The national bestselling *The Financial Crisis and the Free Market Cure* reveals: Why regulation is bad for the market—and for the world What we can do to promote a healthy free market How we can help end unemployment in America The truth about TARP and the bailouts How Washington can help Wall Street build a better future for everyone With shrewd insight, alarming insider details, and practical advice for today’s leaders, this electrifying

analysis is nothing less than a call to arms for a nation on the brink. You'll learn how government incentives helped blow up the real estate bubble to unsustainable proportions, how financial tools such as derivatives have been wrongly blamed for the crash, and how Congress fails to understand it should not try to control the market—and then completely mismanages it when it tries. In the end, you'll understand why it's so important to put “free” back in free market. It's time for America to accept the truth: the government can't fix the economy because the government wrecked the economy. This book gives us the tools, the inspiration—and the cure.

Guerrilla Marketing for Free Jay Conrad Levinson, 2003 The best-selling author of Guerrilla Marketing identifies the fastest growing markets; discusses recession strategies, modern consumers, targeted prospects, technology, and management; and provides a host of no-cost tactics and techniques designed to promote one's business and enhance profits without spending a cent. Original.

No Joke Guide to Recession Marketing Michael Tasner, Jr., 2020-11-13 Economic downturn, recession, economic decline - no matter what it's called, it boils down to the hard times, the crisis many businesses fear. Indeed, recession is one of the scariest times we can live through. And the reality is that the global economy is in crisis. It is scary and daunting to be living through these crazy times while battling against a global pandemic. But the good news is there are ways to not only survive, but thrive in times

of economic uncertainty, and this book *Recession Marketing* will tell you exactly how. *Recession Marketing* is written to help business owners and entrepreneurs, big and small, on how to keep your business moving toward the right direction and succeed even when times are the hardest and most challenging. Regardless of the size of your business, *Recession Marketing* lays out what Michael calls fortune maps to help you thrive and market in a recession. Economic crisis is not an easy path to navigate but *Recession Marketing* will be the ultimate guide you need to finally achieve that fortune you've always dreamed of.

Marketing in a Slow-growth Economy Avraham Shama, 1980

Recession-Proof Jason Schenker, 2016-02-19 Worried about Recession, Oil Prices, and the Stock Market? Read Jason Schenker's new book, *Recession-Proof*! It has 222 pages of actionable strategies you can take now, as an individual, to make yourself Recession-Proof! This book was featured on CNBC TV on 22 February 2016. In *Recession-Proof*, world-ranked financial forecaster Jason Schenker shares with you the tricks and secrets that make Fortune 500 companies and high-net-worth individuals run to him when the economy goes south. World-class economic advice has never been so accessible, or so empowering. You owe it to yourself and your family to recession-proof your life. Jason Schenker has been ranked one of the most accurate economic forecasters in the world by Bloomberg News in 43 different categories. He is an economic authority in the press, including *The Wall Street Journal*, and he

frequently appears on CNBC and Bloomberg Television. Jason is the President of Prestige Economics and a Certified Financial Planner®.

REPOSITIONING: Marketing in an Era of Competition, Change and Crisis Jack Trout, Steve Rivkin, 2009-10-30 The book that completes Positioning . . . Thirty years ago, Jack Trout and Al Ries published their classic bestseller, Positioning: The Battle for Your Mind—a book that revolutionized the world of marketing. But times have changed. Competition is fiercer. Consumers are savvier. Communications are faster. And once-successful companies are in crisis mode. Repositioning shows you how to adapt, compete—and succeed—in today’s overcrowded marketplace. Global marketing expert Jack Trout has retooled his most effective positioning strategies—providing a must-have arsenal of proven marketing techniques specifically redesigned for our current climate. With Repositioning, you can conquer the “3 Cs” of business: Competition, Change, and Crisis . . . **BEAT THE COMPETITION:** Challenge your rivals, differentiate your product, increase your value, and stand out in the crowd. **CHANGE WITH THE TIMES:** Use the latest technologies, communications, and multimedia resources to connect with your consumers. **MANAGE A CRISIS:** Cope with everything from profit losses and rising costs to bad press and PR nightmares. Even if your company is doing well, these cutting-edge marketing observations can keep you on top of your game and ahead of the pack. You’ll discover how expanding product lines may decrease your overall sales, why new brand names often outsell established brands, and why slashing prices is

usually a bad idea. You'll learn the dangers of attacking your competitors head-on—and the value of emphasizing value. You'll see how consumers can have too many choices to pick from—and what you can do to make them pick your brand. Drawing from the latest research studies, consumer statistics, and business-news headlines, Trout reveals the hidden psychological motives that drive today's market. Understanding the mindset of your consumers is half the battle. Winning in today's world is often a matter of repositioning. It's how you rethink the strategies you've always relied on. It's how you regain the success you've worked so hard for. It's how you win the new battle of the mind.

NASCAR Eric T. Anderson, Vasilina Kilibarda, 2016 It is February 2011 and Brian France, CEO of NASCAR (the National Association for Stock Car Auto Racing), is facing a crisis. In the last five years, attendance at weekend NASCAR races has fallen 22 percent and television viewership has declined 30 percent. Key marketing sponsors have recently left the sport. At the same time, the U.S. economy was only beginning to recover from an economic recession that had an adverse impact on the sport of auto racing as a whole. Some leaders within NASCAR counseled Brian that these trends in attendance, viewership, and sponsorship stemmed from the recession and that NASCAR should continue with business as usual. But Brian sensed that the industry needed fundamental change and that he, as CEO of NASCAR, was the one that must lead this change. With Brian at the helm, NASCAR embarked on an unprecedented

amount of qualitative and quantitative research to assess the strengths and weaknesses of the entire industry. At the center of this research was the NASCAR consumer. Highly engaged, enthusiastic consumers were at the heart of an industry business model that had been successful for decades. But in 2011, marketing within all of NASCAR needed to transform, as it was clear that consumers were disengaging with the sport. As the consumer research results unfold, Brian and leaders within NASCAR must make tough choices and set priorities. The case focuses on four key areas in which decisions need to be made by NASCAR leadership: digital marketing and social media, targeting the next-generation NASCAR consumer, enhancing the star power of NASCAR drivers, and enhancing the consumer experience at NASCAR events. Focus group videos offer students a customer-centric deep-dive into these challenges. At its heart, this is a case about great leadership and transforming marketing throughout an entire industry. A wrap-up video from CEO Brian France summarizes how NASCAR executives tackled the difficult questions posed in the case.

- Understand how deep consumer engagement is at the heart of a successful marketing ecosystem
- Analyze focus group videos to understand the needs of today's consumer
- Prioritize the market segments that should be cultivated as the next-generation consumer
- Understand how differing incentives within an industry are at the heart of many marketing problems
- Analyze a complex set of problems and set and manage priorities
- Understand the importance of leadership in a time of crisis.

Recession 101 Rupert M. Hart, 2009-02-27 What makes a recession so different from Business-as-usual? It's so hard to figure it all out, isn't it? This book will help put it all together. Starting with the mechanism of business cycles and the economy in recession we can understand what is happening now in your company, your competitors and your customers. Rupert Hart MBA has been an operating manager and marketing executive through several downturns with two decades of hands-on experience in advising companies on recession strategy. He is the author of 5-star-rated *Recession Storming: Thriving in Downturns through Superior Marketing, Pricing and Product Strategies*. This BizBones book is on a single specific subject (just the bones) and designed to be read in one hour by a busy manager. Books in the BizBones Series cover: *Recession 101: Understanding the Business Environment*), *Winning New Customers*, *Resisting Pricing Pressure*, *Advancing with New Product-Offerings*. Essential reading for all managers.

The Marketing X-Factor Nic Clark, 2009 Virgin has it. Google has it. And so does Apple. It's the X-Factor - that indefinable characteristic that makes businesses absolutely irresistible to consumers. Designed for all small business owners who want to thrive, not just survive, this book looks at the key elements for the Marketing X-Factor and describes in easy to action steps how you too can transform your company into a profit magnet with an unbeatable competitive edge.

Creative Cost-Benefits Reinvention C. Dussart, 2010-11-22 This book puts the

commoditization phenomenon under the microscope, laying out an economic analysis, followed by solutions and strategic recommendations. Using concrete examples this book will help to change businesses approach by acting not only on the economic analysis presented, but also on the diagnosis of commoditization and the recommendations for creation of customer value. The common thread throughout this approach is the obsession with customer satisfaction, the search for a fair balance between the long and short term, and the will to reinvent business models by harnessing innovation.

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