

ADVANCED MARKETING TECHNIQUES FOR ARCHITECTURE & ENGINEERING FIRMS

MARGARET SPAULDING
WILLIAM D'ELIA

- RESEARCHING, DEVELOPING, AND TRACKING SUCCESSFUL LEADS TO NEW PROJECTS
- CREATING MARKETING MESSAGES THAT WIN THE CLIENTS YOU WANT
- EMPLOYING MARKETING "SHORTCUTS" TO IMPROVE EFFICIENCY
- BUDGETING TO STRETCH MARKETING DOLLARS AND GET MAXIMUM RESULTS
- A "MUST HAVE" FOR THE PRACTICING ARCHITECT, ENGINEER, OR PROFESSIONAL SERVICES MARKETER!

Advanced Marketing Techniques For Architecture And Engineering Firms

Yan Bai



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