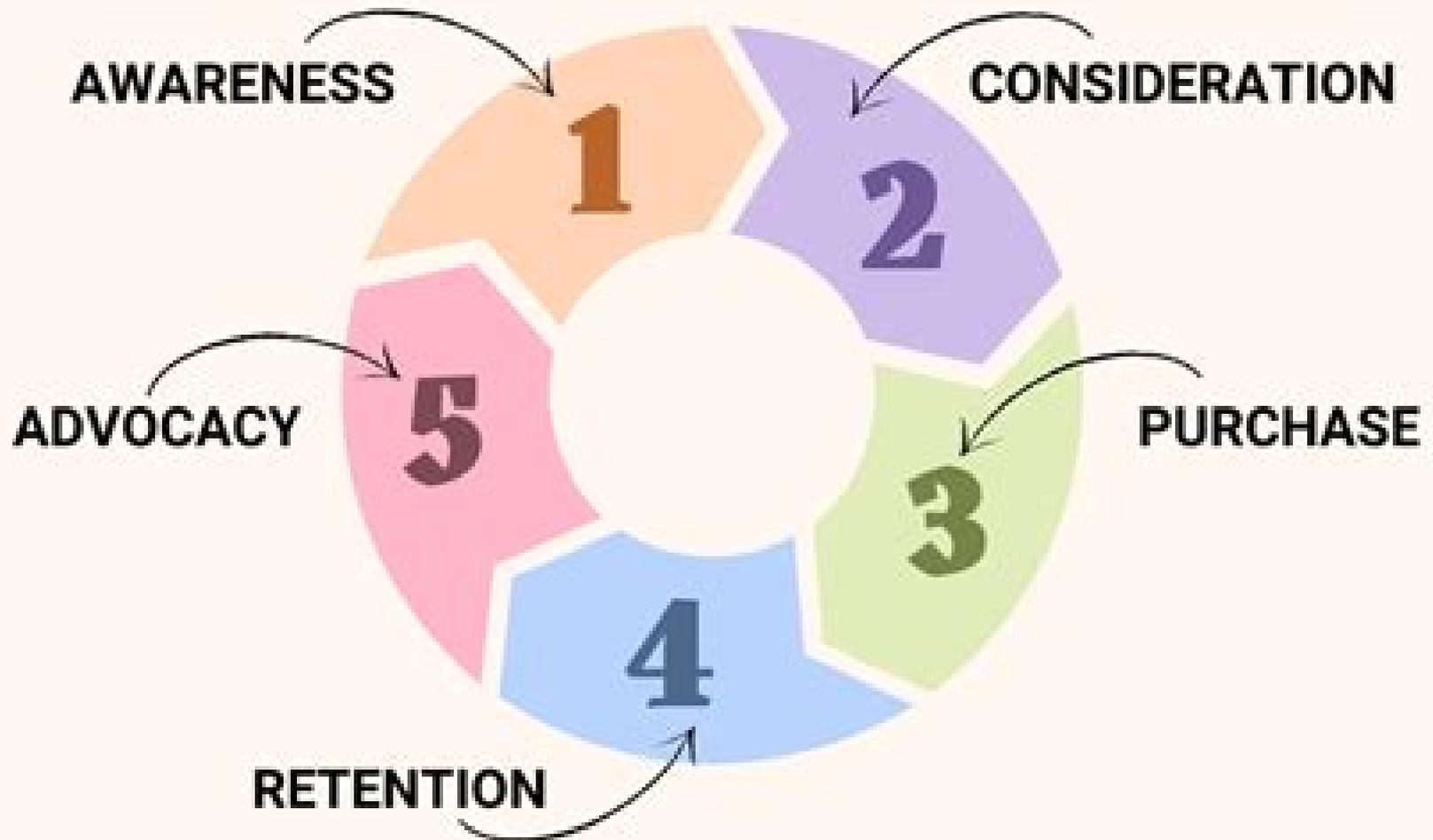


# The five customer lifecycle stages



# Customers For Life

**CO Houle**



## **Customers For Life:**

**Customers for Life** Carl Sewell, Paul B. Brown, 2009-07-01 In this completely revised and updated edition of the customer service classic Carl Sewell enhances his time tested advice with fresh ideas and new examples and explains how the groundbreaking Ten Commandments of Customer Service apply to today's world Drawing on his incredible success in transforming his Dallas Cadillac dealership into the second largest in America Carl Sewell revealed the secret of getting customers to return again and again in the original Customers for Life A lively down to earth narrative it set the standard for customer service excellence and became a perennial bestseller Building on that solid foundation this expanded edition features five completely new chapters as well as significant additions to the original material based on the lessons Sewell has learned over the last ten years Sewell focuses on the expectations and demands of contemporary consumers and employees showing that businesses can remain committed to quality service in the fast paced new millennium by sticking to his time proven approach Figure out what customers want and make sure they get it His Ten Commandments provide the essential guidelines including Underpromise overdeliver Never disappoint your customers by charging them more than they planned Always beat your estimate or throw in an extra service free of charge No complaints Something's wrong If you never ask your customers what else they want how are you going to give it to them Measure everything Telling your employees to do their best won't work if you don't know how they can improve

**The Success Guide For Developing Customers For Life: Tools and Strategies For Effectively Doing Business In the Changing Marketplace** Walter L Smith III, 2016-04-22

There are many experiences and people that have contributed to the publishing of this timely manuscript My own fickle attitude about good customer service has consumed my focus whether I'm shopping for groceries or making a large purchase I can't help myself I'm a stickler for an approachable distinguishable and knowledgeable customer service professional If You are going to be competitive in a changing and volatile marketplace the ONLY WAY to guarantee customer loyalty and long term stability is to Develop Customers For Life

Customers for Life, 2014 *How to Win Customers for Life* Ndiana-Abasi Udofia Ekarika, 2019-10-17 The book HOW TO WIN CUSTOMERS FOR LIFE Unique Words and Strategies To Attract Customers And Keep Them For Life is made possible because of the concern the author has for the teeming businesses out there who are struggling to succeed and are at the verge of being failed It is a practical approach aim at solving issues bothering on customer Relationship services The book treats issues such as 1 Your customer is your goldmine 2 Power of positive and negative words 3 Going beyond customer's expectation 4 Business public outlook 5 25 Killer words and phrases to avoid 6 Complaints as an opportunity 7 Escalation procedures 8 How to get more customers 9 Customer's follow up 10 Practical exercise on customer service 11 ETC This book is complete because it covers all aspect of customer service with proven solutions

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