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How to Use Your Health Plan English , **Flip the Funnel** Joseph Jaffe, 2010-01-26 Why customer retention is the new acquisition If there s anything the recession of 2009 taught us it was the importance of investing in our customers but when was this any different So says Joseph Jaffe bestselling author of Life After the 30 Second Spot and Join the Conversation and a leading expert and thought leader on new media and social media In most businesses it costs roughly five to ten times more to acquire a new customer than it does to retain an existing one and yet companies continue to disproportionately spend their budgets into the wrong end of the funnel the mass media or awareness side What we haven t paid enough attention to is the right end of the funnel the word of mouth component that essentially acts as a multiplier for future business The economic impact of an active engaged and loyal customer is tremendous And the same is true of the opposite scenario namely the impact of angry customers and negative word of mouth or referrals It is this thinking that Jaffe has channeled to challenge marketers to flip the funnel once and for all With a renewed focus and energy on customer experience it is possible to grow your sales while decreasing your budget in other words getting more from less Engaging a few customers to spread the word to many Using this new flipped funnel model together with a set of new rules of customer service and a revolutionary customer referral and activation process you ll learn how to transform your existing customers into your best salespeople In addition Jaffe will explain how to best introduce and combine both digital and social media tools to boost your loyalty arsenal deploy influencer marketing and implement word of mouth strategies that inspire your loyal opinionated and most vocal customers to become credible persuasive and influential endorsers of your products and services Explains how to cut your marketing budget AND grow sales Illustrates practical ways to use existing customers to reach out to new prospects Outlines the authentic role of social media Demonstrates key ideas with rich real life examples including Comcast Apple The Obama Campaign Dell Panasonic American Airlines Delta Airlines Johnson renowned blogger and podcaster at Jaffe Juice www.jaffejuice.com and host presenter of web video show JaffeJuiceTV www.jaffejuice.tv Visit www.flipthefunnelnow.com to join the conversation [The Directory of Online Banking & Financial Services](#) ,2000

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