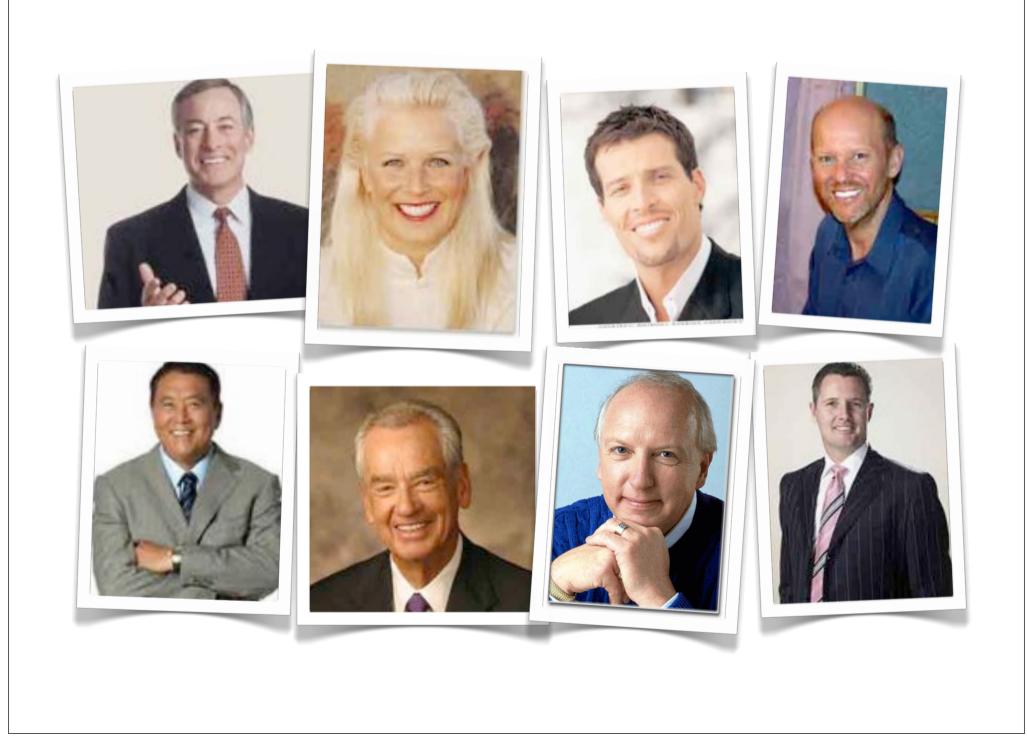
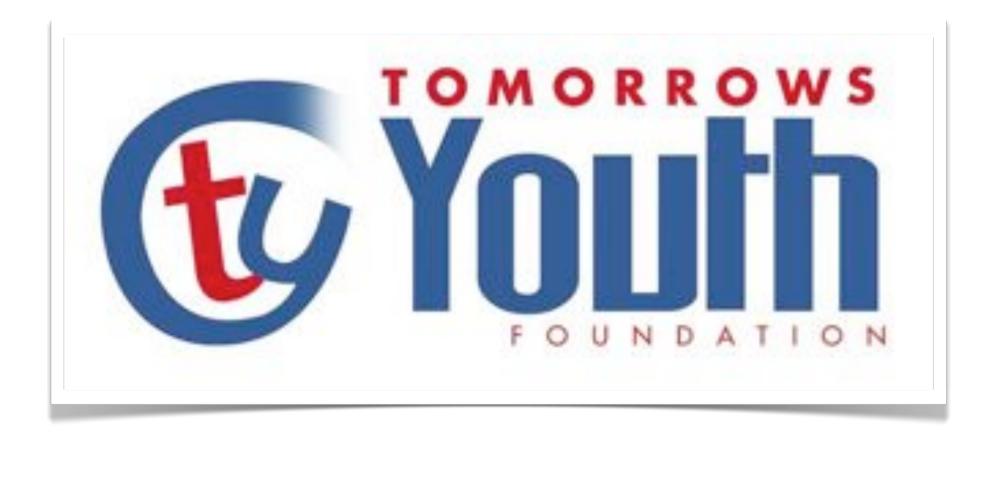


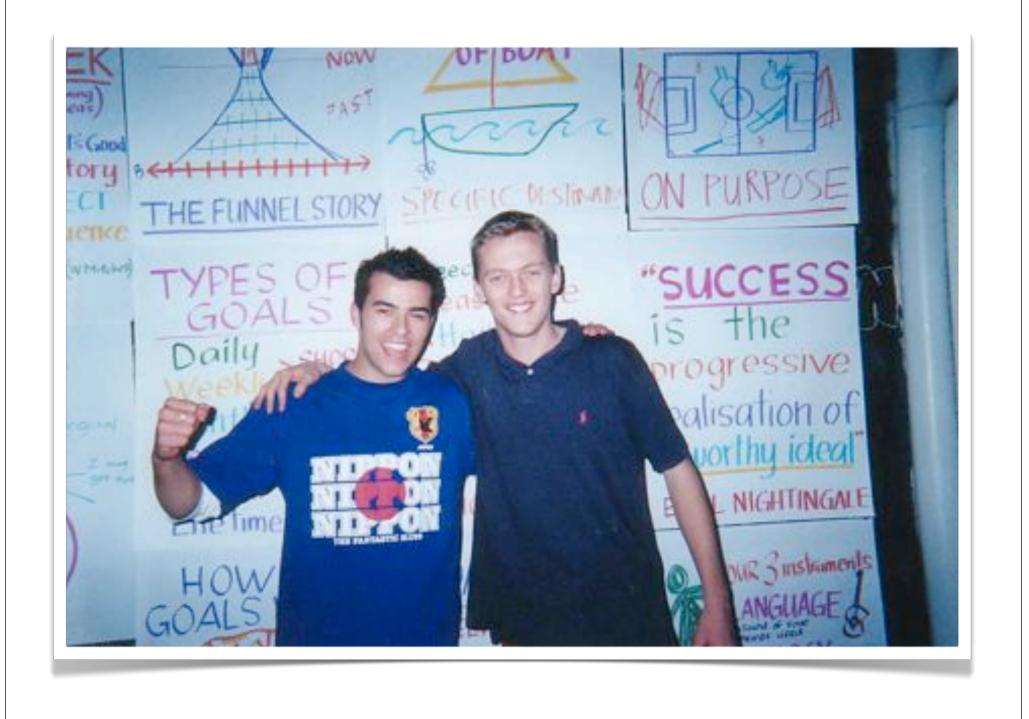
# HOW TO **Become** A Market Leader





















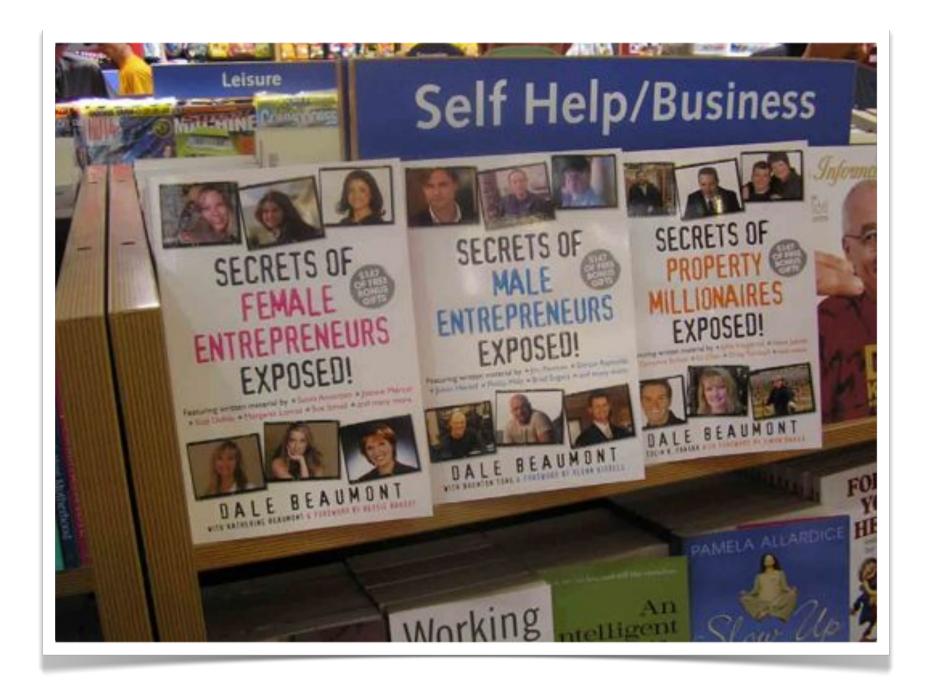
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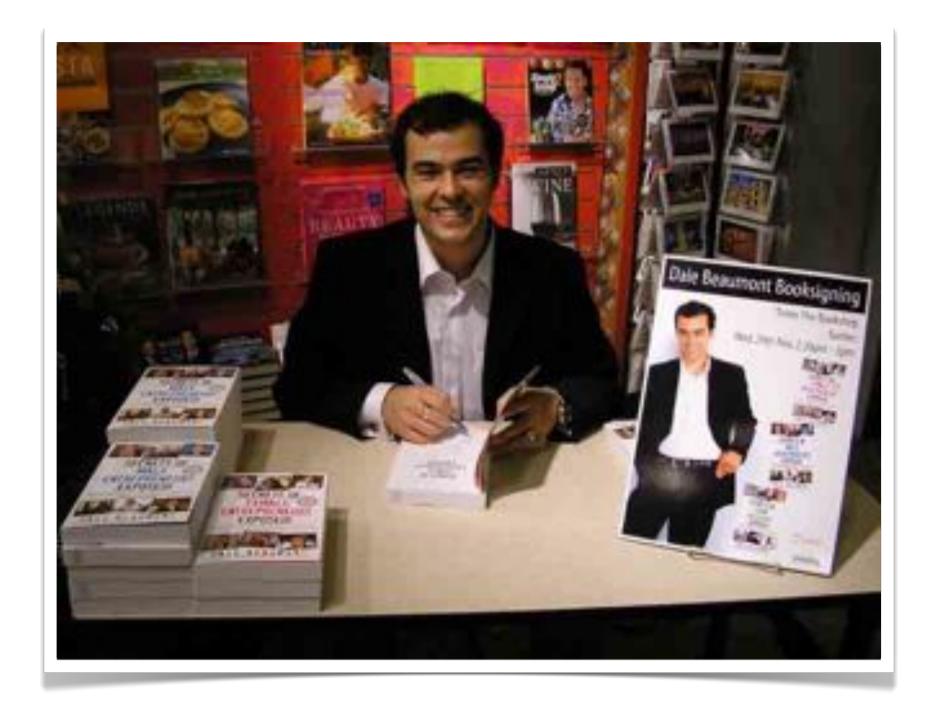




















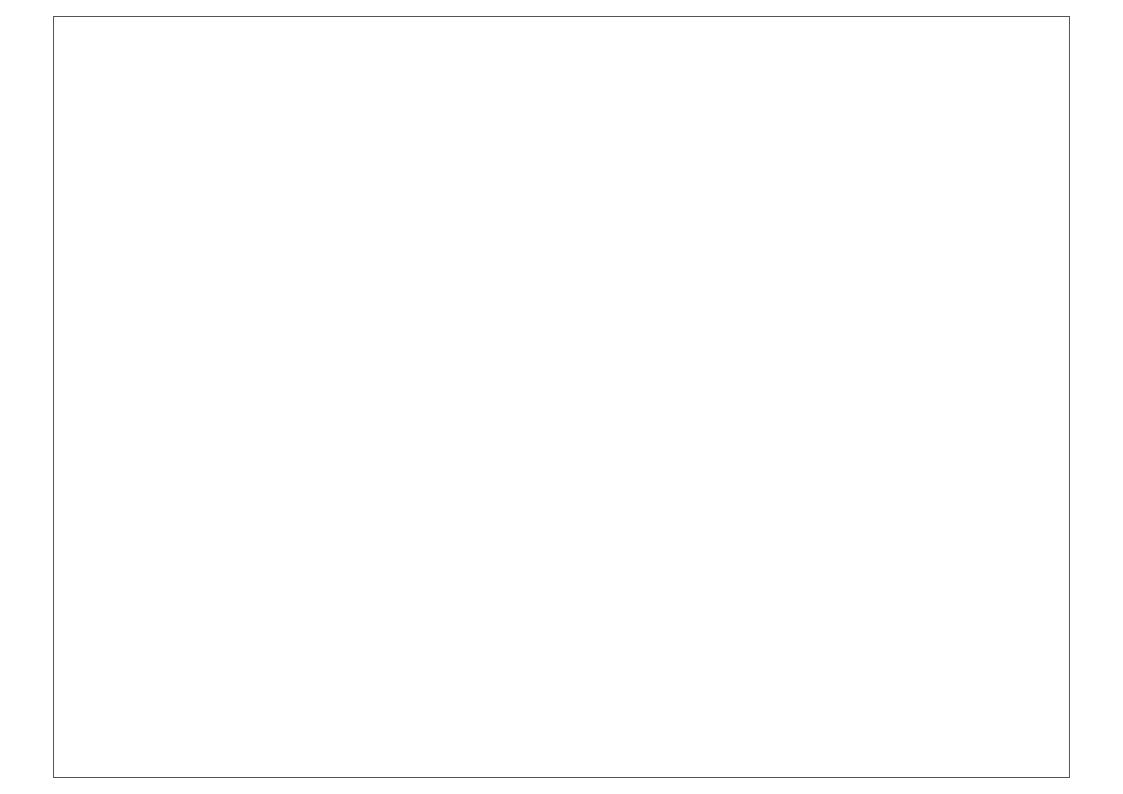


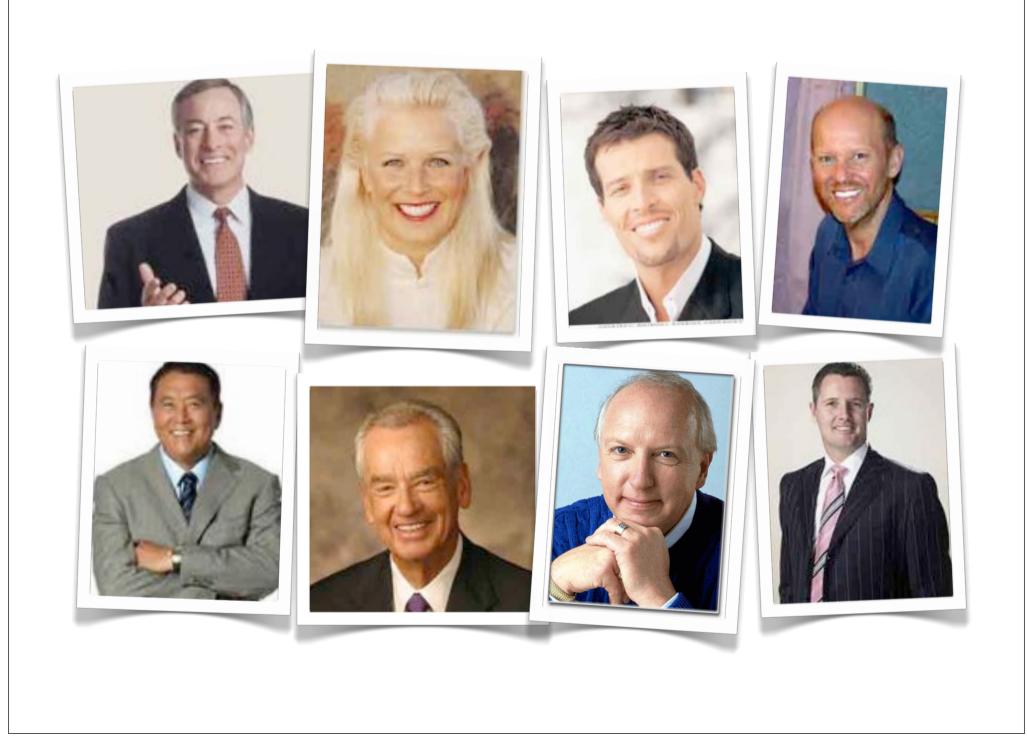














## "You are either green and growing OR you are Ripe and Rotting!"

# BORDERS®

## Borders files for Chapter 11 bankruptcy; 4 Michigan stores among 200 to close

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#### Borders Prepares to File for Bankruptcy

BY MICHAEL J. DE LA MERCED AND JULIE BOSMAN

Borders, the beleaguered bookseller, is preparing to file for bankruptcy as early next week after efforts to refinance its debt faltered, people briefed on the matter said Friday.

The company had largely failed to persuade publishers to convert payments they had been owed since late last year into interest-bearing loans.

Borders itself had suggested two

weeks ago that it might need to file for bankruptcy despite receiving a \$550 million loan commitment from GE Capital. It has also been working on securing financing to support itself through a Chapter 11 filing, according to a person briefed on the matter.

"There have been constant inquiries by reporters, and stories written, regarding whether Borders is considering a Chapter 11 filing," Mary Davis, a Borders spokeswoman, wrote in an e-mailed statement. "Borders is not prepared at this

#### TODAY

#### Borders' loss may be others' gain in book war

Local booksellers, Barnes & Noble could benefit from store closures



### Borders 'store closing' sales

Borders files for Chapter 11 bankrupt About one-third of Borders bookstores are expected 200 to close Southern California.

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By GRETA GUEST DETROIT FREE PRESS BUSINESS WRITER

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Michigan Business

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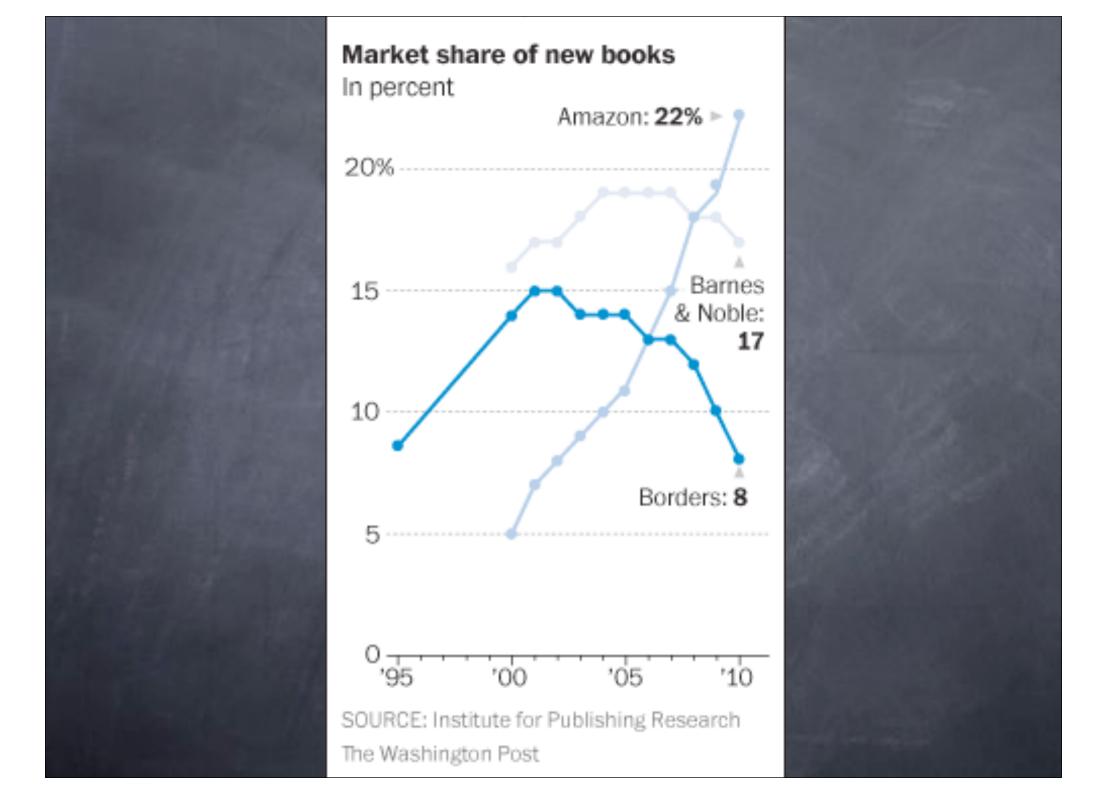
Borders Groups Inc. filed for Chapter 11 bankruptcy protection this morning after five years of turnaround efforts failed to return the Ann Arbor-based bookseller to health.

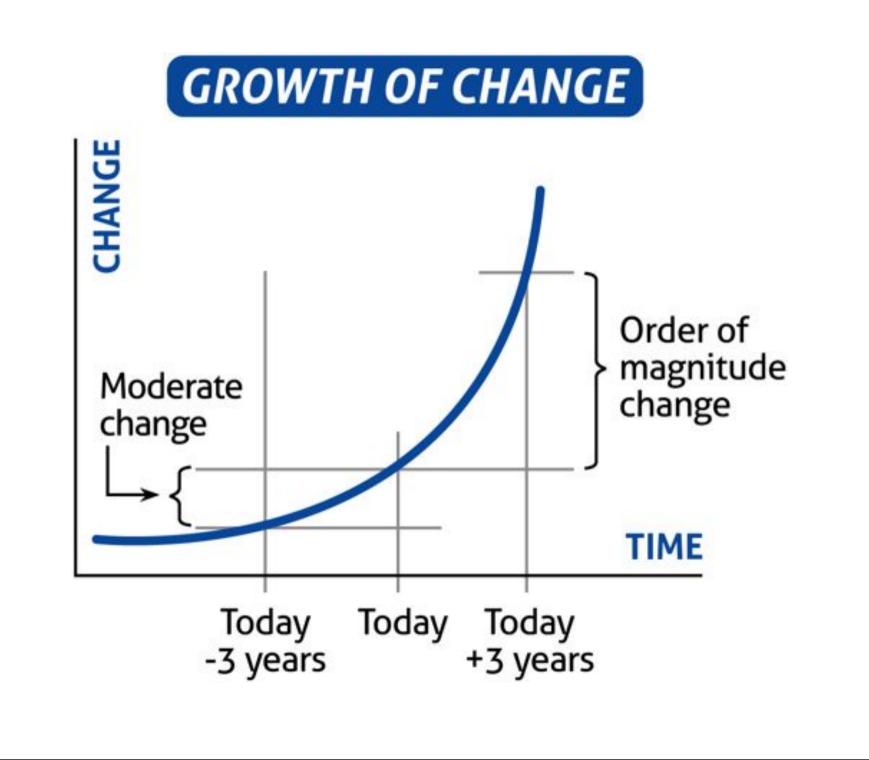
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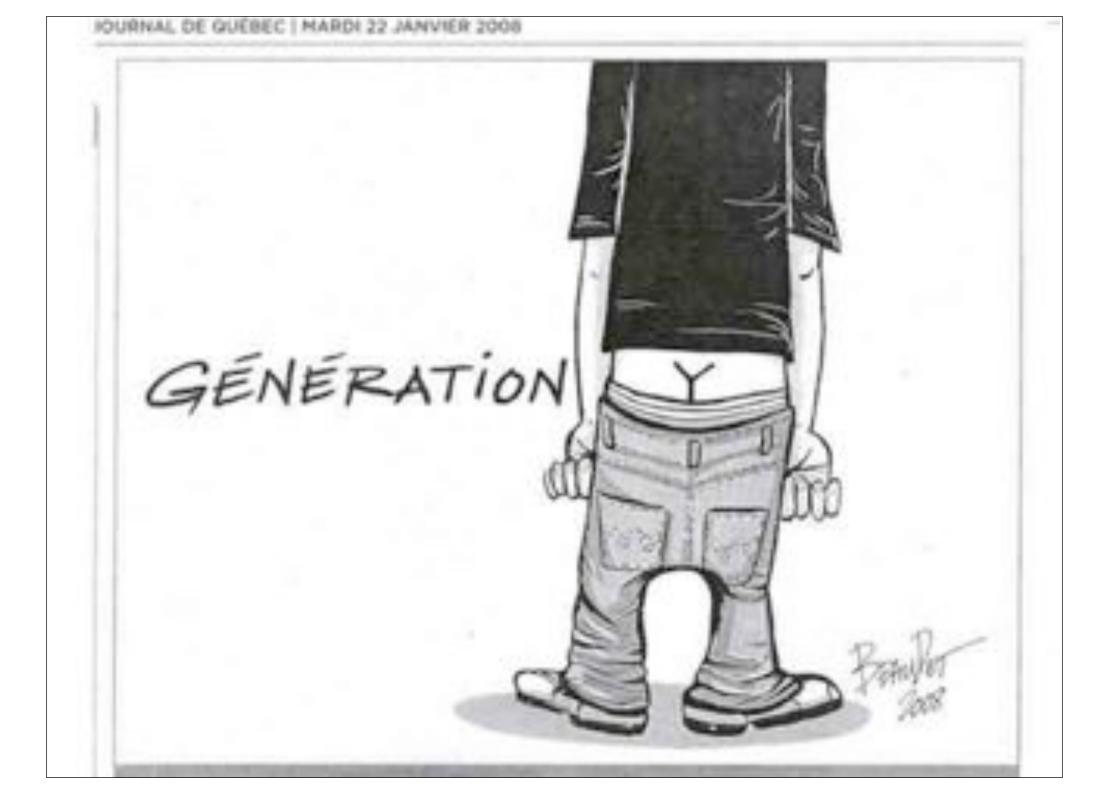
The nation's second-largest bookseller said it would













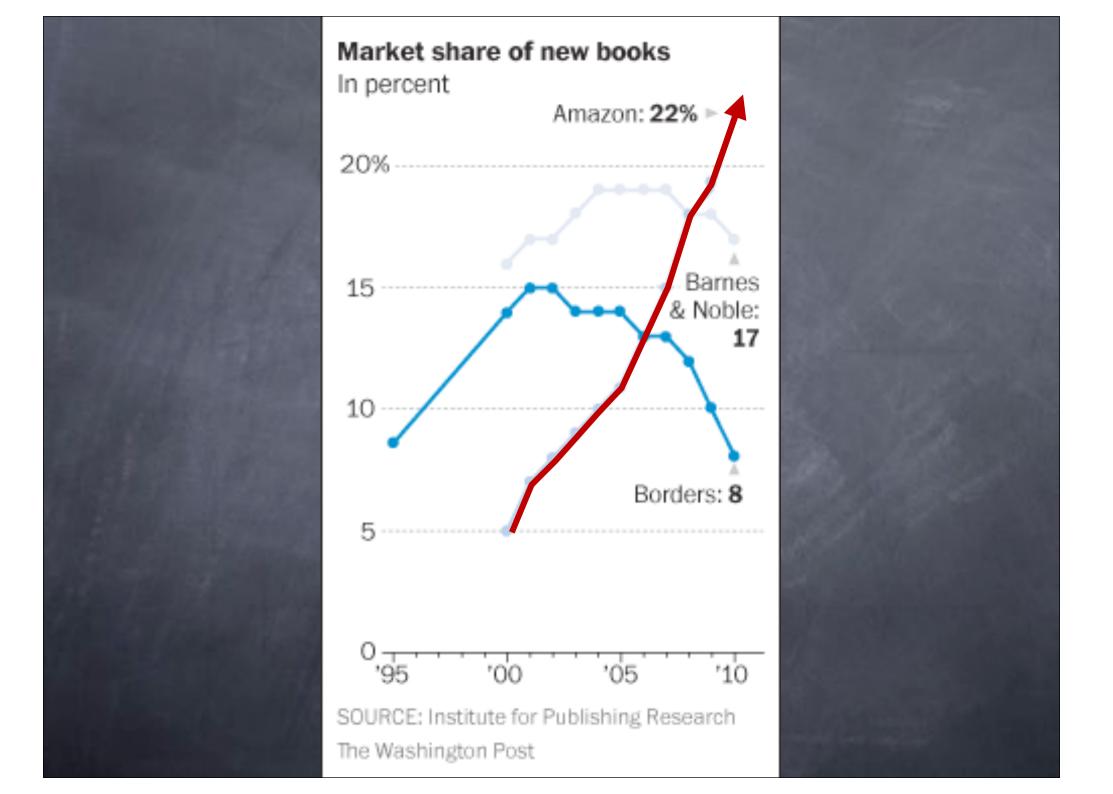


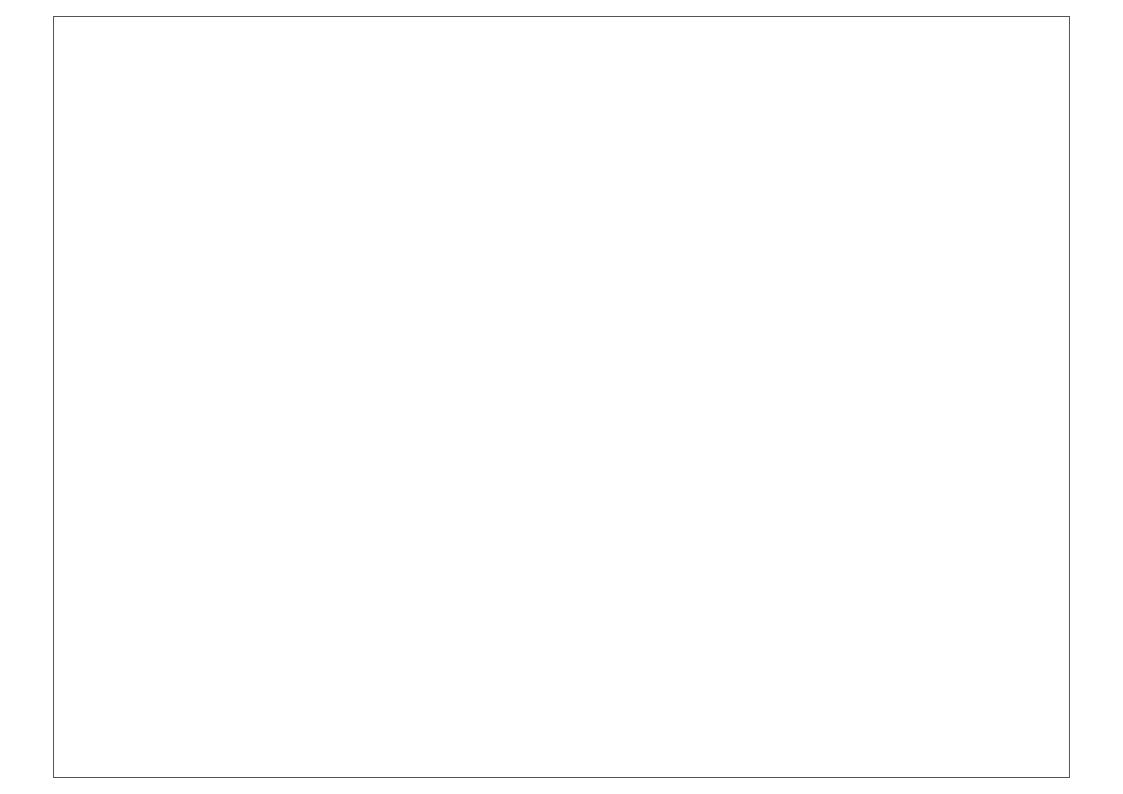






# FLICK USWITCH





## HOW TO **Become** A Market Leader





## Relationship Marketing Tip #2







# Collect and <sup>Tip #4</sup> Use Testimonials



"I Made over \$100,000 in Sales, from One Deal As A Direct Result of One New Idea from Dale"



My name is Marty Wilson and I run the 'What I Wish I Knew' Speaking, Mentoring and Information

Products Company.

I implemented just one of the many strategic ideas that I learnt from Dale and it directly "Dale has added at Least \$50,000 Per Year To My Business Income"



My name is John Anderson and I create marketing that fuels fast growing companies.

Dale's helped me enormously in my business.

Through following his 90 Day Action Plan System I've been focused on core business results like never before. (Rather than being side





## How to Get Great Testimonials

Email your customers and ASK for their feedback

"Hi Joe, thanks for ordering xyz product. By now, I hope you've had a chance to use it. I'd really love to get your feedback about my product. Would you mind answering these 4 simple questions? It would really help me a lot..."

## How to Get Great Testimonials

Here are the 4 Questions...

- Why were you unsure or even skeptical about buying xyz product?
- What made you ultimately decide to purchase xyz product?
- What specific benefits have you received?
  Who would you recommend this product to and why?

Then you would edit and summarise their 4 answers and send it back to them to approve:

"Hi Joe, thanks so much for (honest) answers. I really appreciate the support! Say I'd really love to use your feedback on my website. To save you time, I have summarised your 4 answers into one paragraph and pasted it below. Please have a read and reply back saying you are happy with it or if you'd like to modify/enhance, please feel free. Also can you please flick me a photo of yourself, so people can see you're a real person :-)"

#### Headline

### Photo

#### Full Name

"From a School Teachers Salary to \$300,000 in Sales"



I went from a high school teacher's salary to creating a business turning over \$300,000 over the past 3

years with Dales help.

Date took me by the hand, showed me the ropes, showed me how to avoid the pitfalls and costly mistakes...and well, the results have been amazing not only for me but for my family as well.

Not only have I been featured on Kem-Anne Show and other TV shows... I have also taken my family on a 5 week round the world trip, to the U.S. and Europe etc.

This would never have been possible without Dales help so - thank you Dale!

Sharon Witt – Founder of the 'Teen Talk' series

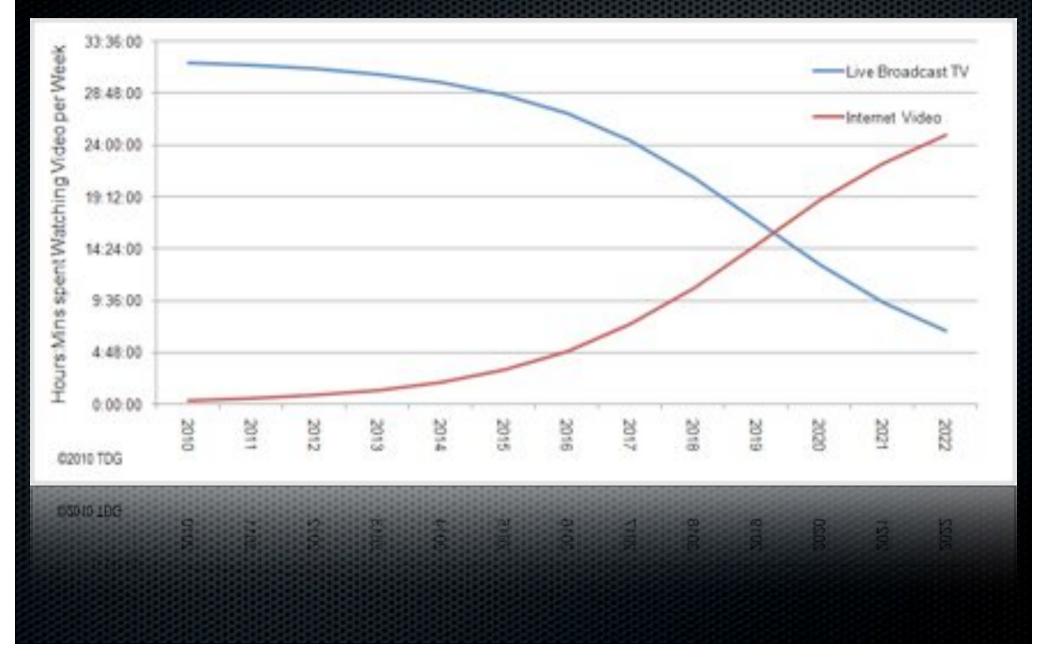
### 100-150 Words

#### **Claim to Fame**

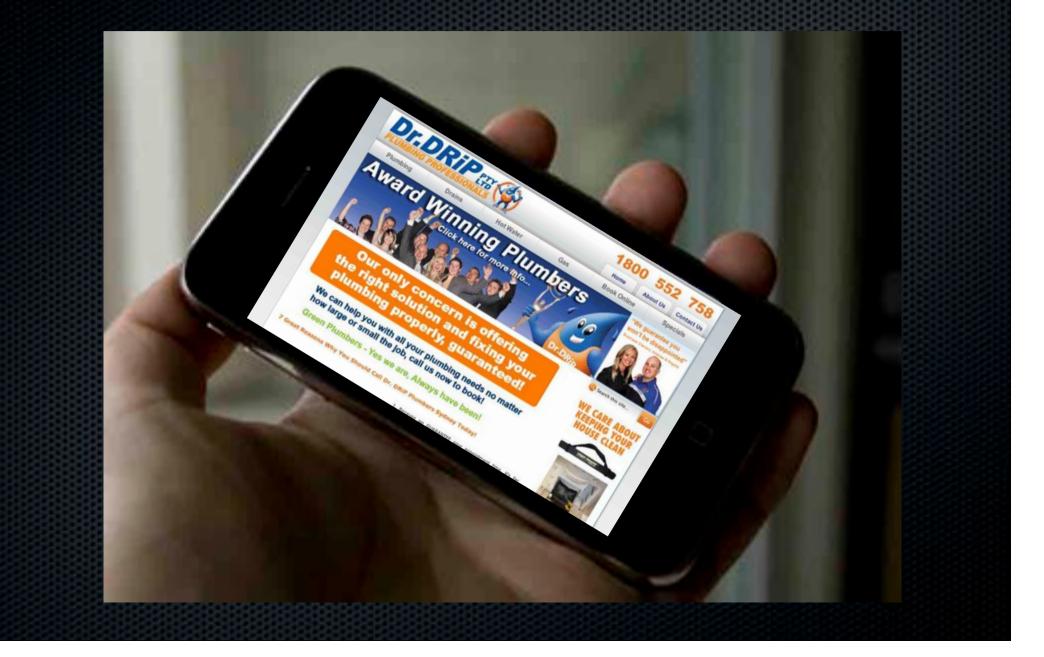


# Tip #5 Create Videos

## **Check out the numbers!**



## **Check out the numbers!**



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## What Camera?

#### Kodak Zi8 HD Pocket Video Camera





#### **Business Blueprint Testimonials**

🚽 Live 💼 Dale Resument, Libby Dedman and one other person like this.

Since the creation of Business Blueprint we've received exceptional feedback from our members about results achieved. Enjoy the following videos and if you'd like to see more contact our office.











## Become A Tip #6 Friend to the Media



## **Ideas for the Media**

- Send News Worthy Media Releases
- ☐ Write "How To" Articles
- ☐ Go for Business Awards
- □ Offer Yourself for Commentary
- Piggyback on What's Topical

## Piggy Backing: Current Issues

Cost of Living Pressures

Social Media & Techology

Increase Productivity & Health

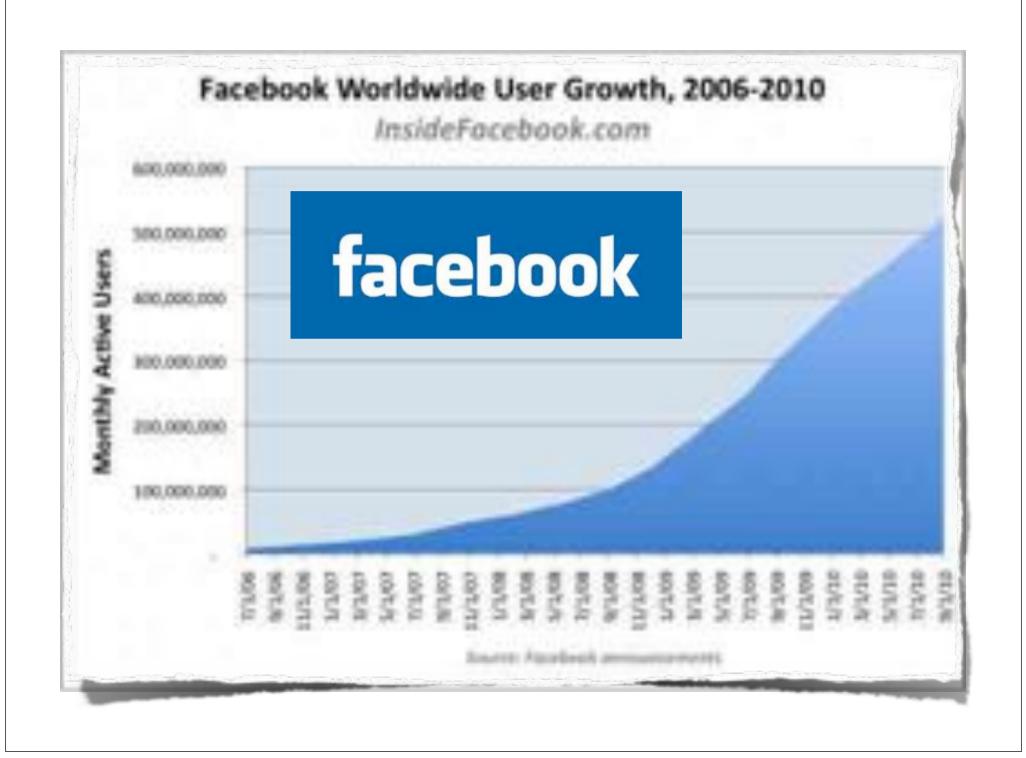
> Ways To Make Extra Money

Security Concerns & Personal Security

Being Green & Helping the Environment Factor In A Celebrity

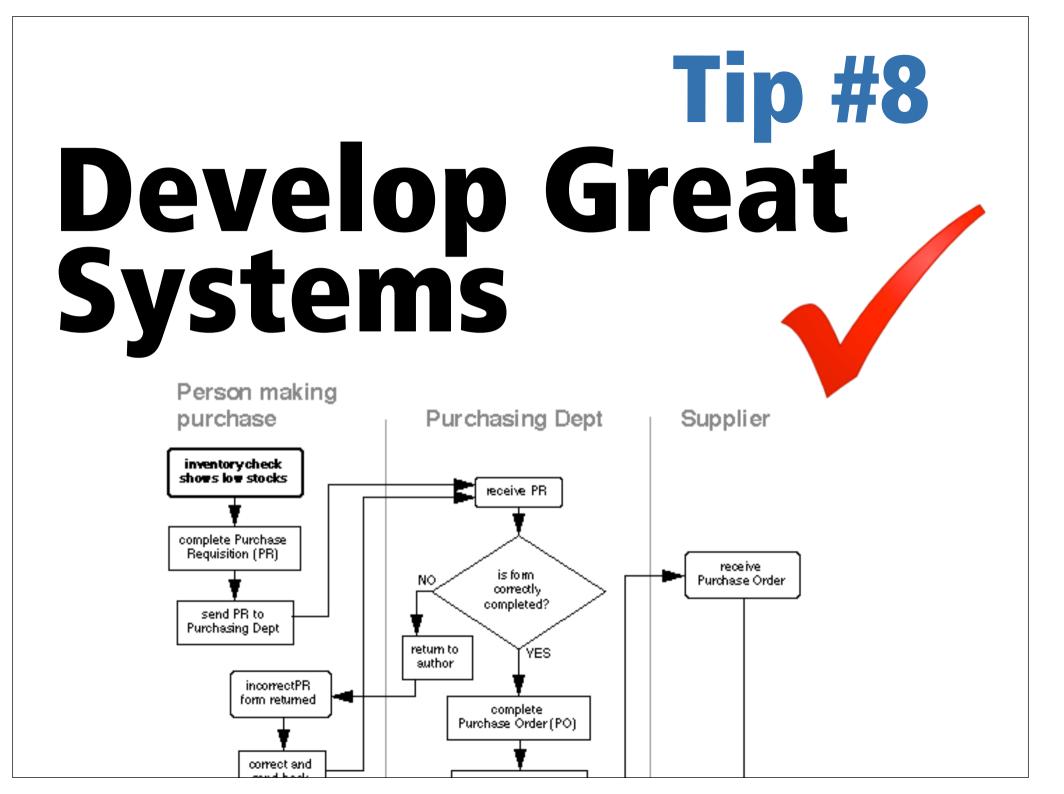
# Tip #7EmbraceSocial Media











Jing* Overview	Free Version Jing Pro	ඩ් ල් Download	Buy Jing Pro	
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#### Home Tour Examples Who uses Backpack? Extras & Add-ons Help/Support Forum Pricing & Sign Up



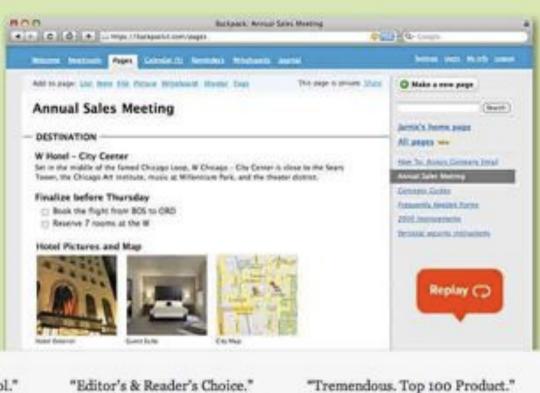
Backpack\*

#### Better Organize Your Business.

Share information with your team. Keep your documents, discussions, and schedules in one place all the time.

Web-based, secure, and backed-up daily.

See Plans and Pricing 30-day free trial, sign up in 60 seconds.





"Very cool organizational tool." The New Hork Times ditor's & Reader's Cho

remendous. Top 100 Produ

Backpack is an easy intranet for your business. Store, share, discuss, and archive everything that's essential for your team. Safe and secure.

#### http://www.businessblueprint.com.au/backpack







