

**NATIONAL BESTSELLER**

**THE  
CONVERSION  
CODE**

2<sup>ND</sup> EDITION COMPLETELY REVISED AND UPDATED

**STOP CHASING LEADS AND  
START ATTRACTING CLIENTS**



**CHRIS SMITH**

WILEY

# Conversion Code By Chris Smith

**Y Pai**



## **Conversion Code By Chris Smith:**

**The Conversion Code** Chris Smith, 2016 If you need more traffic leads and sales you need **The Conversion Code** Neil Patel co founder Crazy Egg We've helped 11 000 businesses generate more than 31 million leads and consider **The Conversion Code** a must read Oli Gardner co founder Unbounce We'd been closing 55% of our qualified appointments We increased that to 76% as a direct result of implementing **The Conversion Code** Dan Stewart CEO Happy Grasshopper The strategies in **The Conversion Code** are highly effective and immediately helped our entire sales team The book explains the science behind selling in a way that is simple to remember and easy to implement Steve Pacinelli CMO BombBomb Capture and close more Internet leads with a new sales script and powerful marketing templates **The Conversion Code** provides a step by step blueprint for increasing sales in the modern Internet driven era Today's consumers are savvy and they have more options than ever before Capturing their attention and turning it into revenue requires a whole new approach to marketing and sales This book provides clear guidance toward conquering the new paradigm shift towards online lead generation and inside sales You'll learn how to capture those invaluable Internet leads convert them into appointments and close more deals Regardless of product or industry this proven process will increase both the quantity and quality of leads and put your sales figures on the rise Traditional sales and marketing advice is becoming less and less relevant as today's consumers are spending much more time online and salespeople are calling emailing and texting leads instead of meeting them in person This book shows you where to find them how to engage them and how to position your company as the ideal solution to their needs Engage with consumers more effectively online Leverage the strengths of social media apps and blogs to capture more leads for less money Convert more Internet leads into real world prospects and sales appointments Make connections on every call and learn the exact words that close more sales The business world is moving away from belly to belly interactions and traditional advertising Companies are forced to engage with prospective customers first online the vast majority through social media mobile apps blogs and live chat before ever meeting in person Yesterday's marketing advice no longer applies to today's tech savvy mobile first social media addicted consumer and the

**Summary of Chris Smith's**  
**The Conversion Code** Everest Media, 2022-05-07T22:59:00Z Please note This is a companion version not the original book

Sample Book Insights

- 1 The principles of good web design hold true across demographics If you are going to capture and convert quality Internet leads you must gain their trust Start with their list of critiques and look at your current website to see what you are guilty of
- 2 When you display the feedback of your happiest customers and not just your own marketing messages you will find that the quantity and quality of your leads will increase
- 3 It is important to have a contact form on your website However do not ask for a lot of information on it Stick to the basics of name phone number and email when possible
- 4 The information found in those consumer insights and design principles should be your guide when building a new website Do not underestimate the value of hiring a professional who does great design when building your website and

landing pages     *The Conversion Code* Chris Smith,2022-04-26 The new edition of the bestselling book for real estate agents loan officers SaaS and small businesses In this revision *The Conversion Code A Step by Step Guide to Marketing and Sales that Will Grow Your Business Faster Second Edition* digital marketing and lead conversion expert Chris Smith delivers the ultimate exploration of the marketing and advertising tactics that are successfully generating higher quality leads that are easier for salespeople to convert Smith researches and tests the latest and most popular platforms including TikTok YouTube and Instagram while also studying the most effective sales techniques tools and scripts In this book you ll learn to Increase your lead conversion rate reduce your cost per lead and improve your overall ROI from marketing and sales Generate an endless supply of high quality leads from social media that are easy to convert into closed sales Stop chasing leads and start attracting clients with amazing marketing and clever ads Adapt to the consumer privacy changes that have made targeting ads and getting leads to answer the phone harder than ever Differentiate your brand in a way that positions you as the authority and gets people contacting you who are already sold An invaluable reference and easy to follow guide for real estate agents loan officers SaaS and small businessescompeting in the hyper competitive online environment *The Conversion Code Second Edition* is also a fantastic resource for sales leaders marketing managers business owners and anyone else with a team who is responsible for growing revenue     **The Guardian Index** ,2002     *Grantline* ,1987

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