



Stickier Marketing: How to Win Customers in a Digital Age

Grant Leboff

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In Sticky Marketing Grant Leboff argued that the old marketing system of shouting messages at people was finished, replaced by providing value around your product or service: brands needed to become sticky. This new edition of Sticky Marketing, Stickier Marketing, remains a complete guide to producing effective marketing communications in a world of consumers empowered by new digital technology who do not want to be shouted at but engaged with. It shows readers how providing return on engagement, rather than return on investment, and a customer engagement point, rather than a unique selling point, is what will make the difference in today's cluttered marketing place. Updated throughout, this new edition also includes brand new chapters on content marketing, discovery and mobile marketing.

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