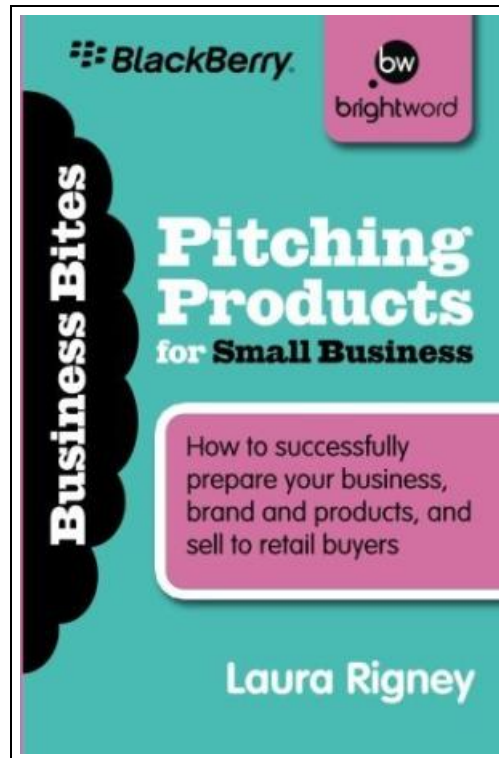


Pitching Products for Small Business: How to Successfully Prepare Your Business, Brand and Products, and Sell to Retail Buyers



Filesize: 3.58 MB

Reviews

Basically no phrases to spell out. It is actually rally interesting throgh studying time. You can expect to like just how the article writer create this publication.

(Braden Leannon)

PITCHING PRODUCTS FOR SMALL BUSINESS: HOW TO SUCCESSFULLY PREPARE YOUR BUSINESS, BRAND AND PRODUCTS, AND SELL TO RETAIL BUYERS



Brightword Publishing. Paperback. Book Condition: new. BRAND NEW, Pitching Products for Small Business: How to Successfully Prepare Your Business, Brand and Products, and Sell to Retail Buyers, Laura Rigney, Have you come up with the next big thing? Or found a new way to improve an existing idea? Either way, your next step is to get your product into the stores on the high street. This may seem daunting or even unachievable but you can do it, without the need for warehouses full of stock and expensive consultants. In this new book, Laura Rigney, founder of Pitcher House, draws on her years of retail sales experience to help you navigate the path from product development and branding to pitching your idea to buyers at high street and online retailers. Topics covered include: building a strong brand; the best sales methods for your product; all the prior research required, including market and industry research, retailer backgrounds, and how to conduct it; where to find information about buyers and how to approach them; how to structure and deliver your pitch to buyers; and, how to maintain and grow your business once your products are stocked. There are also invaluable case studies that give you an insight into what to expect, both from buyers, who describe what makes a good and bad pitch, and from business owners, who describe their experiences. You can learn the pitching dos and don'ts from both sides. "Pitching Products for Small Business" is your essential guide to getting your product on the high street.



[Read Pitching Products for Small Business: How to Successfully Prepare Your Business, Brand and Products, and Sell to Retail Buyers Online](#)



[Download PDF Pitching Products for Small Business: How to Successfully Prepare Your Business, Brand and Products, and Sell to Retail Buyers](#)

Other Books

**Millionaire Mumpreneurs: How Successful Mums Made a Million Online and How You Can Do it Too!**

Harriman House Publishing. Paperback. Book Condition: new. BRAND NEW, Millionaire Mumpreneurs: How Successful Mums Made a Million Online and How You Can Do it Too!, Mel McGee, Inspiring stories from some of the world's most...

[Save eBook »](#)

**Goodparents.com: What Every Good Parent Should Know About the Internet (Hardback)**

Prometheus Books, United States, 2000. Hardback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. The Internet may now be the most powerful, single source of information in the world, and...

[Save eBook »](#)

**Baby Must Haves The Essential Guide to Everything from Cribs to Bibs 2007 Paperback**

Book Condition: Brand New. Book Condition: Brand New.

[Save eBook »](#)

**On the Go with Baby A Stress Free Guide to Getting Across Town or Around the World by Ericka Lutz 2002 Paperback**

Book Condition: Brand New. Book Condition: Brand New.

[Save eBook »](#)

**Have You Locked the Castle Gate?**

Addison-Wesley Professional. Softcover. Book Condition: Neu. Gebrauch - Sehr gut Unbenutzt. Schnelle Lieferung, Kartonverpackung. Abzugsfähige Rechnung. Bei Mehrfachbestellung werden die Versandkosten anteilig erstattet. - Is your computer safe Could an intruder sneak in and steal...

[Save eBook »](#)