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So if you want to create perfect customers you must first get very clear on what a perfect customer is for you. This is done with a practice Stacey Hall and Jan Brogniez created called the Strategic Attraction Planning Process™. It is a 4 step plan for attracting more perfect customers - a plan for building your lighthouse.

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Attracting Perfect Customers invites readers to move beyond the notions that "business is war" and winning market share means "beating" the other guy. The authors outline a simple strategic process for making businesses so highly attractive that perfect customers and clients are naturally drawn right to them.

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