



## Practice Advancement

A solid marketing plan is a roadmap that gives you strategies, costs and anticipated results. In this course you will learn how to create a strategic marketing plan that will take the guesswork out of your marketing efforts. By having a clear focus that your entire organization can align with, you will be able to specifically add ideal clients at each level of service. You will fine tune your marketing investment through specific measurables to ensure the highest returns. You can realistically aim for 6-10x return on marketing spend - a high benchmark that is very achievable.

### Marketing Strategies Syllabus

#### Section One - Introduction

- WHY Have a Clear Marketing Strategy?
- Begin with the End in Mind – Setting Clear Marketing Objectives

#### Section Two – Principles

- Target Customers
- Customer Focused Messaging
- Lead Generation
  - Owned
  - Paid
  - Earned

#### Section Three – Measuring Your Success

- Metrics
  - Generated Leads
  - Proposals
  - Engagements
- Nurture Cycle

#### Section Four – Pulling it all Together

- Annual Marketing Plan
- 90 Day Action Plan
- Course Assessment