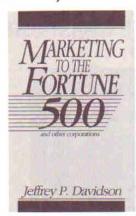
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MARKETING TO THE FORTUNE 500 (and other corporations)



- step-by-step guidelines on how small business entrepreneurs can successfully market goods and services to the nation's largest corporations
- the only book that tells entrepreneurs how to sell to corporate purchasing agents

Jeffrey P. Davidson

Marketing to the Fortune 500 (and other corporations) provides many inside tips that prepare entrepreneurs to break into this lucrative market. It offers a detailed plan for securing contracts with corporate purchasing agents, including:

- how to understand the needs and expectations of the purchasing agent and the corporation
- · documenting your capabilities
- selling yourself, your company, and your product or service
- developing a quality assurance plan
- taking advantage of corporate-vendor training programs in quality control, inventory management, and value analysis

Many small businesses are reluctant to approach the large companies. *Marketing to the Fortune 500 (and other corporations)* gives them the know-how to penetrate the market successfully.

Contents: Introduction • Why Fortune 500 Companies Want to Do Business with You • Allocating Time for Marketing: Creating a Clearing and Maintaining Visibility • The Marketing Plan • There is No Substitute For Effective Selling • Managing the Marketing and Sales Effort: A Never Ending Task • Documenting Your Capabilities for Presentation • Researching Your Targets • The Corporate Purchasing Manager and Purchasing Departments • Calling on Corporations • Determing Customer Needs, Providing Quality Assurance • Using Trade Shows to Bolster Marketing Efforts • Corporations that Go the Extra Mile • Small Business Vendor Support Groups • Mastering the Nuisances, Handling the Problems • Improving Your Financial Image • A Vendor's Golden Rule • Appendices • Index

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