

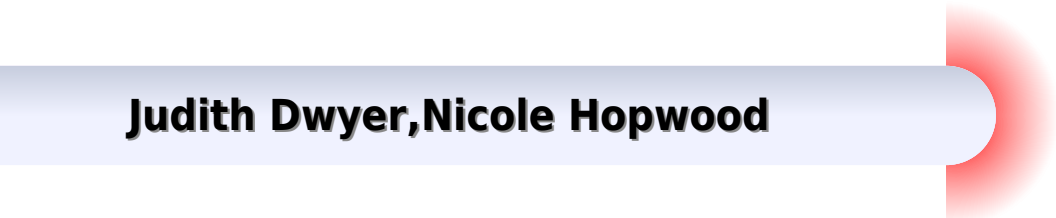
54 Things Every Advertising & Marketing Professional Should Know

THE ART OF CLIENT SERVICE

ROBERT **S**OLOMON

Art Of Client Service By Robert Solomon

Judith Dwyer,Nicole Hopwood



Art Of Client Service By Robert Solomon:

The Art of Client Service Robert Solomon, 2016-04-04 A practical guide for providing exceptional client service Most advertising and marketing people would claim great client service is an elusive ephemeral pursuit not easily characterized by a precise skill set or inventory of responsibilities this book and its author argue otherwise claiming there are definable actionable methods to the role and provide guidance designed to achieve more effective work Written by one of the industry's most knowledgeable client services executives the book begins with a definition then follows a path from an initial new business win to beginning building losing then regaining trust with clients It is a powerful source of counsel for those new to the business for industry veterans who want to refresh or validate what they know and for anyone in the middle of the journey to get better at what they do *The Art of Client Service, Revised and Updated Edition* Robert Solomon, 2008-01-01 If you work with clients in any industry The Art of Client Service is for you If you work in an advertising or marketing agency then this book is indispensable Distilling decades of experience advertising executive Robert Solomon has compiled the definitive resource for advertising and marketing account executives a fast reading pocket size actionable checklist of 58 essential ideas to help client service professionals improve their account management strategy and skills Now fully updated and revised The Art of Client Service is geared to the entire account team copy writers art directors and planners researchers media executives support staff anyone who works with clients With brevity levity and clarity Solomon recounts both successes and failures and uses them to formulate fast reading actionable tips including Know when to look it up know when to make it up 7 What happens when I screw up 51 Respect what it takes to do great creative 19 In a high tech world be low tech 46 Be brief be bright be gone 31 How to write a letter of proposal 44 The Zen of PowerPoint 45 You'll also find new chapters on technology in advertising the changing role of client service in an increasingly high tech era and an updated bibliography of essential reading *The Art of Client Service* Robert Solomon, 2003 In The Art of Client Service Robert Solomon a well known advertising executive provides account managers in his industry and others with the fundamental guide to client service the care and feeding of a company's clients With brevity levity and clarity he teaches best practices for communicating with clients managing client expectations writing creative and strategy briefs to effectively communicate internally giving stellar client presentations conducting productive client and team meetings and much more This book is more than just a book for account executives in advertising agencies It is a definitive practical guide for everyone in advertising and marketing services who works with clients writers and art directors planners and researchers media and production executives even support staff It's also the perfect book for anyone in university who aspires to an advertising career and for recent graduates seeking their first job in the business **1001 Ways to Master Client Management** Fahd Khater, 2024-11-09 Are you tired of reading books that define advertising marketing and client servicing If so I have good news for you My book takes a new approach and I am excited to introduce it My book focuses on helping you handle clients

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