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# **10 Ways to Boost Your Business**

When it comes down to it, building a business is a lot like building a house. You must get good plans for the house and infrastructure and dig it from the ground up. There are too many mistakes to be made that one can't afford. So for the long haul, you must target a tangible location of success and how you're getting there. To people in need of an edge in making their business a profitable, interesting and lucrative one, here are 10 amazing ways you can get to work to get the ball moving faster:

1. Get yourself a consultant. People who are looking to gain in profits would benefit from hiring someone with specialized skills. They can greatly increase your sales every month.
2. Establish a greater online presence. The internet is extremely massive. Do you know for a fact you're getting the most out of this? Get plenty of social traffic and get plenty of search engine traffic in addition.
3. Gather more leads. This can be done just by sending visitors to your email opt in page for a consultation of some sort, then capturing email in exchange.
4. Kill the bad spending. Cut back costs that aren't delivering ROI. This can give you a lot more cash to put money in more important things.
5. Get yourself a lot of publicity. You can do this by making press releases and appearing at more events to get people information on your business.
6. Follow up more often. Know of a customer that isn't putting in any orders recently? Why not call or send an e-mail?
7. Make your customer service better. Any time a customer is happy, they are significantly more willing to make a business deal with you again.
8. Get yourself a ton of hot upsells to offer people. At any time a customer buys, they are the hottest customer you could possible have.
9. Give freebies. People always enjoy getting a free extra of some sort. Offer a free course or good sample of work to potential clients to illustrate your abilities to possible buyers.
10. Get some good outsourcers. With more virtual assistants or admins to handle the minutiae, you can get the job done with all the other tasks.

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