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client/customer delight through  
differentiation. 2) Focus your marketing

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When you think of a great business, you

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often think of its clients. They're not just happy customers; they're raving fans who'll take time out of their day to tell you or anyone within range just how much they love that business. They'll line up before dawn for its latest product offering, create buzz, and treat the brand as a personal status symbol.

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Perfect clients" are those who will pay for the full value of your product or services, rave about what you do, and go wild for anything that you offer. Lots of businesses have good clients, but only an elite few have passionate, loyal, vocal clients. This type of client is one that not only keeps coming back for more, but also finds the

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Maribeth has written 7 books including the  
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has also written a book with her daughter,  
The Engaging Child: Raising Children to

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