



# The Social Commerce Handbook: 20 Secrets for Turning Social Media into Social Sales

*Paul Marsden, Paul Chaney*

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## **THE HYPE OVER SOCIAL MEDIA IS OVER. NOW IT'S TIME TO MAKE SOCIAL MEDIA PAY.**

"*The Social Commerce Handbook* provides a practical road map for not only mastering but also monetizing your social media investment." -- MARK ELLIS, Managing Director, SYZYGY, a WPP Group digital agency

Learn the secrets to unlocking sales with the "Big Five"--YouTube, Pinterest, Facebook, Twitter, and LinkedIn--and seize new sales opportunities from emerging social technology.

Coauthored by two of today's leading authorities on this hot new field, *The Social Commerce Handbook* distills the real-world experience of successful social commerce businesses--from Apple to Zappos--into 20 secrets for turning "Likes" into "Buys".

- The power of social utility
- The appeal of social gifting
- The importance of social curation
- The role of social status
- The value of social intelligence

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