

How Scarcity Marketing Has Changed the Way Everybody Buys



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Clarence James Foreman



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INTRODUCTION There comes a time when the elastic snaps When you push yourself to breaking point and everything crashes down My breaking point came on a gloomy Monday morning commute in 2015 Sitting in my car waiting for the lights to change I looked at two guys in their cars on either side of me They looked as miserable as I felt At that moment I burst into tears What the fuck was I doing with my life I was unhappy in my personal life and hated my job I couldn t see a way out I was too invested in my career too old to start again Looking back I didn t know jack shit about building a fitness business Corporate marketing is one thing Doing everything from scratch alone in a different industry is another I didn t have a creative agency or a multimillion pound budget All I had was a Personal Trainer certificate and the ironparadisefitness com domain name Nevertheless I started building my online empire Or as I now refer to it pissing in the wind for two years I would write lousy articles post selfies and wonder why clients weren t beating down my virtual door Desperate to carve a way out of corporate life I vowed not to quit My business was my obsession Going out meeting friends and taking a break were a rarity I thought it was the only way to be successful I became a hermit A recluse Like the creepy guy kids fear in horror movies That s Old Man Mitchell from No 29 He never leaves the house Some say he only goes outside to dispose of the dead bodies I wasn t that bad but my social life went on ice I studied nutrition and learned the intricacies of exercise mechanics I read books and invested in courses on social media copywriting and web design Iron Paradise Fitness had consumed my entire life and I loved it It was the fire in my belly I d been missing The passion I needed Although it did make for awkward conversations on Tinder dates What do you like to do in your spare time The innocent question would come Well I m building my own business right now so that s my main focus Ah cool But what do you like to do for fun Work on my business Yeah but what about when you re not doing that I m either working on my business thinking about working on my business or eating Oh **Efficiency and Scarcity Profits** Clarence James

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