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By George Silverman

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<http://www.emeraldinsight.com/doi/full/10.1108/jcm.2002.19.4.364.4>

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Positive word of mouth accelerates sales like nothing else. But it doesn't just happen by chance.

<http://www.amacombooks.org/book.cfm?isbn=9780814416686>

The Word of Mouth Marketing Association, a US American trade group that represents hundreds of companies,

http://en.wikipedia.org/wiki/Word-of-mouth_marketing

Word-of-mouth marketing is the most powerful and persuasive weapon you can use, and it won't cost you anything! Based on Silverman's years of consulting with

<http://www.bizsum.com/summaries/secrets-word-mouth-marketing>

The Secrets of Word-of-Mouth Marketing simplifies the process of choosing the delivery method, harnessing the power of influencers, and measuring results.

<http://www.amazon.com/The-Secrets-Word-Mouth-Marketing/dp/0814416683>

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<http://www.amazon.es/The-Secrets-Word-Mouth-Marketing/dp/0814416683>

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<http://www.bokus.com/bok/9780814416693/secrets-of-word-of-mouth-marketing/>

This article builds on the author's article in the December 1996 research issue of Quirks. In this article, the author discusses the power of word of mouth and

<http://www.quirks.com/articles/a2002/20020205.aspx?searchID=1405389023>

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