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Keating is the author of "The Appreneur Playbook: Game-Changing Mobile App Marketing Advice from the Pros" and host of the annual Appreneur Summit for game app makers.

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then ignore their advice. Fake users are the worst thing that you can do to your game. The whole point of this book is to give your game that extra advantage in the market and showcase it in a way that will actually get audience excited for your game. Now, don't get misguided here. In order for all this marketing to work your game actually has to be good as well. Of course, this book will definitely help you boost your downloads and get your game noticed but if your game is bad then instead of focusing on marketing you should focus on improving it first. Don't worry, this book will help you out with that as well. Consider this book as your handy go to guide, it will serve you as a checklist and provide you with a roadmap to make your game successful. With that in mind I hope you have a wonderful time reading this book. I will try to keep the language as easy as possible and break down all the complex marketing things into easy examples that you can implement immediately as soon as you read a specific chapter. This book will primarily focus on Google Play Store as a platform for promoting your android games. However, if you understand the basic principles talked about in this book you may also utilise the same to market your games on any other platforms as well.

If you know nothing about game development, you're basically me

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before I started working on my first game DARQ. This book assumes no knowledge of game development on the reader's part. As a first-time developer with no prior experience in coding, modeling, texturing, animation, game design, etc., I managed to launch DARQ to both commercial success and critical acclaim. With zero dollars spent on marketing, it was featured in major media outlets, such as IGN, Kotaku, PC Gamer, GameSpot, Forbes, and hundreds of others. Ultimately, DARQ became #42 Most Shared PC Video Game of 2019, according to Metacritic, with the average user rating of 9 out of 10. In my book, I'm sharing with you exactly how I did it. The book guides you through a step-by-step process of making a game: from downloading a game engine to releasing your first commercial title. The book features advice from 15 industry professionals, including Mark Kern (team lead of World of Warcraft), Quentin De Beukelaer (game designer of Assassin's Creed IV: Black Flag, Assassin's Creed Unity, Ghost Recon Breakpoint), Bjorn Jacobsen (sound designer of Cyberpunk 2077, Divinity: Fallen Heroes, Hitman), Austin Wintory (Grammy-nominated composer of Journey, ABZÛ, Assassin's Creed: Syndicate), and others. The foreword is written by my mentor John Corigliano, Oscar, Pulitzer Prize, and 5-time Grammy Award-winning composer.

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THE ULTIMATE GUIDE TO BUILDING AN APP-BASED BUSINESS - NOW REVISED AND UPDATED FOR 2017 'A must read for anyone who wants to start a mobile app business' Riccardo Zacconi, founder and CEO King Digital (maker of Candy Crush Saga) 'A fascinating deep dive into the world of billion-dollar apps. Essential reading for anyone trying to build the next must-have app' Michael Acton Smith, Founder and CEO, Mind Candy Apps have changed the way we communicate, shop, play, interact and travel and their phenomenal popularity has presented possibly the biggest business opportunity in history. In How to Build a Billion Dollar App, serial tech entrepreneur George Berkowski gives you exclusive access to the secrets behind the success of the select group of apps that have achieved billion-dollar success. Berkowski draws exclusively on the inside stories of the billion-dollar app club members, including Instagram, Whatsapp, Snapchat, Candy Crush and Uber to provide all the information you need to create your own spectacularly successful mobile business. He guides you through each step, from an idea scribbled on the back of an envelope, through to finding a cofounder, building a team, attracting (and keeping) millions of users, all the way through to juggling the pressures of being CEO of a billion-dollar company (and still staying ahead of the competition). If you've ever dreamed of quitting your nine to five job to launch your own company, you're a gifted developer, seasoned

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entrepreneur or just intrigued by mobile technology, How to Build a Billion Dollar App will show you what it really takes to create your own billion-dollar, mobile business.

A software survival guide for non-technical entrepreneurs entering the tech space who want to reduce the uncertainty associated to starting their business, and for seed startups who require support and ideas when dealing with the daily realities of managing the software development process and getting a quality software application built and launched.

Award-winning speaker and business consultant Joey Coleman teaches audiences and companies all over the world how to turn a one-time purchaser into a lifelong customer. Coleman's theory of building customer loyalty isn't about focusing on marketing or closing the sale: It's about the First 100 Days® after the sale and the interactions the customer experiences. While new customers experience joy, euphoria, and excitement, these feelings quickly shift to fear, doubt, and uncertainty as buyer's remorse sets in. Across all industries, somewhere between 20%-70% of newly acquired customers will stop doing business with a company with the first 100 days of being a new customer because they feel neglected in the early stages

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of customer onboarding. In *Never Lose a Customer Again*, Coleman offers a philosophy and methodology for dramatically increasing customer retention and as a result, the bottom line. He identifies eight distinct emotional phases customers go through in the 100 days following a purchase. From an impulse buy at Starbucks to the thoughtful purchase of a first house, all customers have the potential to experience the eight phases of the customer journey. If you can understand and anticipate the customers' emotions, you can apply a myriad of tools and techniques -- in-person, email, phone, mail, video, and presents -- to cement a long and valuable relationship. Coleman's system is presented through research and case studies showing how best-in-class companies create remarkable customer experiences at each step in the customer lifecycle. In the "Acclimate" stage, customers need you to hold their hand and over-explain how to use your product or service. They're often too embarrassed to admit they're confused. Take a cue from Canadian software company PolicyMedical and their challenge of getting non-technical users to undergo a complex installation and implementation process. They turned a series of project spreadsheets and installation manuals into a beautiful puzzle customers could assemble after completing each milestone. In the "Adopt" stage, customers should be welcomed to the highest tier of tribal membership with both

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public and private recognitions. For instance, Sephora's VIB Rogue member welcome gift provides a metallic membership card (private recognition) and a members-only shade of lipstick (for public display). In the final stage, "Advocate," loyal customers and raving fans are primed to provide powerful referrals. That's how elite entrepreneurial event MastermindTalks continues to sell-out their conference year after year - with zero dollars spent on marketing. By surprising their loyal fans with amazing referral bonuses (an all-expenses paid safari?!) they guarantee their community will keep providing perfect referrals. Drawing on nearly two decades of consulting and keynoting, Coleman provides strategies and systems to increase customer loyalty. Applicable to companies in any industry and of any size (whether measured in employee count, revenue, or total number of customers), implementing his methods regularly leads to an increase in profits of 25-100%. Working with well-known clients like Hyatt Hotels, Zappos, and NASA, as well as mom-and-pop shops and solo entrepreneurs around the world, Coleman's customer retention system has produced incredible results in dozens of industries. His approach to creating remarkable customer experiences requires minimal financial investment and will be fun for owners, employees, and teams to implement. This book is required reading for business owners, CEOs, and managers - as well as sales and marketing teams, account

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managers, and customer service representatives looking for easy to implement action steps that result in lasting change, increased profits, and lifelong customer retention.

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