

# Faith-Based Marketing: The Guide to Reaching 140 Million Christian Customers

Bob Hutchins, Greg Stielstra

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Most businesses don't have a good understanding of the faith community and how to market to this huge audience in effective, culturally sensitive ways. Many attempts to market to Christians have backfired, because the marketers had little understanding of Christians' values, taboos, and "hot buttons." Yet the size of the opportunity is enormous. "Faith-Based Marketing" provides everything business leaders need to understand 140 million Christian consumers and effectively reach them. It explains who Christians are, what they want, and provides traditional, new media, and word-of-mouth strategies to communicate with and engage them and their churches. The book also includes a valuable directory of top Christian organizations, churches, and events, to help marketers and business leaders find out whom to contact and how. The book includes a free subscription to a companion website with bonus content.



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