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So how do you define them? You guessed it, by creating a profile for your ideal client. You've probably heard of buyer personas or customer profiles. Creating a client profile isn't that different, it means simply focusing on specific characteristics that are important to the client & agency relationship.

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Fiona Murden, author of *Defining You – How to Profile Yourself And Unlock Your Full Potential*, falls in the category of successful professionals who take a realistic approach to success. In *Defining You*, Ms. Murden lays out the same approach she uses in working with highly successful executives.

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thoughts on the gut of surface-level blog posts about defining an ideal client and why it is helpful in business. My article on [Defining Your Client Persona To Create Targeted Marketing Messages](#) walks you through what an ideal client profile is, why you need one, and how it helps your marketing efforts. I even provided

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