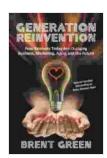
# How Boomers Today Are Changing Business Marketing: Aging and the Future



**Generation Reinvention: How Boomers Today Are Changing Business, Marketing, Aging and the Future** 

by Brent Green

Item Weight

★ ★ ★ ★ ★ 5 out of 5 Language : English File size : 1060 KB Text-to-Speech : Enabled Enhanced typesetting: Enabled Word Wise : Enabled Print length : 264 pages Screen Reader : Supported X-Ray for textbooks : Enabled Paperback : 252 pages



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Baby boomers are a generation of people born between 1946 and 1964. They are the largest generation in American history, and they are now reaching retirement age. As they age, their needs and wants are changing, and this is having a major impact on business marketing.

#### The Changing Needs and Wants of Boomers

As boomers age, they are becoming more interested in products and services that cater to their specific needs. These include:

Healthcare

- Financial planning
- Retirement planning
- Travel
- Leisure activities

Boomers are also becoming more brand-loyal and less likely to try new products or services. They are also more likely to be influenced by recommendations from friends and family.

#### The Impact on Business Marketing

The changing needs and wants of boomers are having a major impact on business marketing. Businesses need to adapt their marketing strategies to reach this important demographic. Some of the ways that businesses can do this include:

- Developing products and services that meet the specific needs of boomers
- Creating marketing campaigns that target boomers
- Using channels that boomers are more likely to use, such as print advertising and direct mail
- Partnering with organizations that serve boomers
- Using social media to reach boomers

#### The Future of Business Marketing

As boomers continue to age, their impact on business marketing will only continue to grow. Businesses that are able to adapt to the changing needs

of this demographic will be well-positioned for success in the future.

Boomers are a powerful demographic that is having a major impact on business marketing. Businesses that are able to understand and meet the changing needs of this generation will be well-positioned for success in the future.

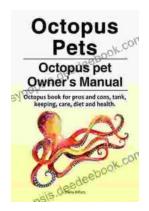


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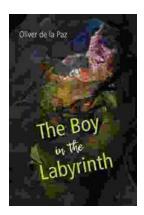
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