

MARKETING STRATEGY ANALYSIS TO IMPROVE COMPETITIVENESS BAZNAS AND LAZNAS

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Abstract :

The marketing mix is a set of factors that are controlled to affect the demand for the company's output. An extraordinary combination suitable for making consumers aware of the company's products. Companies using a marketing mix strategy with a mix of different elements. Grouping The elements of the marketing mix are product (product), price (gift), location (location) and promotion (advertisement). According to LAZ NO law .23 of 2011 to Zakat Management said this: "Amil Zakat Institution, hereinafter abbreviated as LAZ is an established institution for people with the obligation to help collect, distribute and use zakat". Competitive advantage has differences. Competitive advantage is the total price vs competition, which attracts more customers. The complete offer must be more attractive offered by competitors to create a competitive advantage. The idea of the initial stage of this research is to determine First, the observed and examined objects and observations made on predetermined observable objects, commitment to identify potential problems of observable objects. The sampling technique used in this study was an expert sample, which is an example of the benefits of a sample included in the non-probability category, as exemplified. PKPU and Rumah Zakat digital marketing strategies are integrated digital marketing methods. PKPU and Rumah Zakat use all digital components to the maximum and creative and innovative human resources get partnerships in the form of an extensive internet web environment and in information dissemination. The digital marketing strategy is very effective in collecting and distributing PKPU community funds and Rumah Zakat. This can be seen from the collection and distribution of ZIS funds from 2012 to 2017.

Keywords : Marketing Strategy, Competitiveness, BAZNAS and LAZNAS

INTRODUCTION

Islam is a religion of love peace teaches humanity as well as each other helping , loving , appreciating , and sometimes care . A man Muslims must each other give love unfortunately in between they alone . The feeling of generosity heart frequent Muslims mentioned to others too provision For create welfare . this embodied through zakat, infaq , alms activities . Islamic Zakat Institutions in Indonesia grow and take root at the same time arrival of Islam in

Indonesia. Moment that , institution the start function as Charity so activity Muslims at first oriented to mosques and boarding schools .

new era marketing digital has enter practice to public moment this . With the help of the Internet, new markets and manufacturers new has created . Internet use connects network the so-called world community A global village . With more users widespread and worldwide , covering different countries each Companies around the world are also target marketers for producer become the market participant alone . Development life commercial dyed more fast and more fast day This with different competition in the motor shop . Look for condition This cause trader want supply motorcycle for more the more increase so that You have the right strategy achieve sales targets .

Growth economy and development technology specifically with arrival of the business world . A number of company try create products and services For fulfil need consumer . The changes that have happen There is One matter in the business world is very enter sense Because throughout history market marketing is change situation , company must rely on the market, ie with change system proper marketing. Change situations and circumstances consumer .

Element most important in operate must business owned somebody strategic good marketing . _ Marketing is activity comprehensive corporate strategy control focus on sales . Something in a business will move fast If have a good marketing strategy as well as careful calculation to possible factors influence pattern the. Marketing and sustainability development company , in the Qur'an and al- Hadith Lots teach about marketing product For reflect values goodness , no only For profit , but also profit - oriented .

Rasulullah SAW ever employ a young man from tribe of Asad named Ibn Lutaibah For manage the affairs of the Bani Sulaim zakat . Also sent once by Ali bin Abi Talib go to Yemen as zakat collectors (Imam Qurthubi , 1413H/1993M, p . 113). Muaz bin Jabal ever sent by the Prophet. go to Yemen besides serve khatib (explain Islamic teachings general) also have function special as amil zakat (Ismail al- Kahlani al- Shan'ani , 1700:120). Also like Khulafaurrashidin later , them always own official special handling Zakat matters , OK For collection nor distribution .

Zakat is one get along of the five pillars of Islam. Allah SWT has oblige for every Muslim For give part his treasure as cleaner owned by them , that is to those who own property until Nishab (lower limit obligatory zakat) and master treasure it . Period withdrawal (one year Savings and business or arrive moment harvest product agriculture). In Indonesia with circumstances economy moment This is moment You can apply system if so You Can You Certain can increase the welfare level for the people. Example real successful implementation is system ZIS fund operation is good the zakat system used in the Amil Zakat Institutions in Malaysia, ie succeed in public around .

One influencing factors is lost performance maximum zakat institutions exist lack intention in giving zakat at trusted zakat institutions public counted low to offices official zakat administration so You distribute zakat somehow How independently (Maulana, 2010). So that Then For overcome phenomenon This task zakat manager is know and understand behavior muzaki For raise funds and earn trust muzaki .

According to Philip Kotler (1990:20). Definition management marketing is analysis , design, implementation, etc. Program control designed For made build and maintain exchange and relationship profitable in the target market reach objective organization .

According to Warren J Keegan (1996:6-7) summarizes essence marketing with three principle basis : (CustomerValue and equation value : creature marketing create mark plus more big from client created by competitors . Equivalent the value shown in the figure There is guide For task this . Like proposed in equality this , Value for customer can improved expand or repair benefit products and/ or service subtraction price or combination object this . About information customer combined with innovation and creativity can lead enhancement significant products and services for customer, company No must become competitive bidding product with price affordable .

Superiority competitive own difference . Superiority competitive is total price vs competition , which is more interesting customer . Offer complete That must more interesting offered by competitors create superiority competitive . Company maybe own product same quality product competitive , however No more good ; and (c) emphasis concentration needed succeed create mark superiority competitive for customer . All company big and prominent can feel success together they understand and apply principle foundation this. clear focus needs and wants customers and in offer competitive needed For operate must business taken care of decisive advantage .

Sharia marketing is area business strategy that accompanies the creative process . Offers and Changes Promoter value stakeholders the importance , what is there in the whole process fits with agreements and principles muamalah (trade) in Islam. Dana is form Muamalah forever This legitimate in deep Islam all transaction processing protected from forbidden things in accordance sharia rules . (Kertajaja et Sula, 2006).

Whereas according to Abdullah (2006). Marketing from sharia perspective is all company in something form activity mark add (value function creator) that makes it possible criminal grow exploit its use based on honesty , fairness , transparency and openness in accordance process based _ Muamalah Accords of Islam.

Heinrich Hansmann (1980:835-901). classify types organization non-profit according to two properties . First is organization That donation or commercial , that is How many the biggest income originate from donation or payment user . Second is organization That each other profitable or entrepreneurship mutual organization profitable especially controlled by the user , meanwhile organization company below supervision manager professional .

Element most important in operate must business owned somebody in strategy is _ good marketing . Marketing is activity comprehensive corporate strategy control _ focus on sales . Something business will move fast If have a good marketing strategy careful calculation _ to possible factors influence pattern the . Marketing and sustainability development company . in Al-Quran and al- Hadith Lots teach about marketing product reflect values kind No only For advantage , however also too failure oriented .

Mix marketing is set controlled factors influence request on the company's output . What a combination normal suitable For awaken consumer will product company company using a mix strategy marketing with mix different elements Grouping Elements mix marketing is product (product) , price (prize) , location (location) and promotion (advertisement). Sharia Marketing Vol. 3 performing Good when applied with more strategy effective and

performance including application of the mixed strategy model marketing (marketing mix). this venture only based sincerity in chase God's pleasure is superiority marketing Islamic Then all type activity done as well as transaction is God's fin worship before God.

According to LAZ law NO.23 of 2011 to Zakat Management said this : "Amil Zakat Institution, next abbreviated LAZ is established institution to people with obligation help collection , distribution and use of zakat. Article 17 explains purpose and objective the formation of LAZ, namely : "Because of the Support from BAZNAS in implementation collection , distribution etc . Government city can asking for zakat to form LAZ.

Prof. HA. Djazuli and Dr. YaJanwari , M Ag (2002:45-47) presented management Amil Zakat facilities in several must principle noticed and followed For deal with it , can used as should maturity a) principle openness : Important in managing zakat, infaq and alms must done knowledge open and public company law ; b) Principles volunteerism : meaning that in collection and collection of ZIS, Amil Zakat Institutions must always grounded. Principle volunteer transfer Muslims ZIS treasure but No can that own coercion or method that can seen as Intimidation ; c) principle integration; Amil Zakat Institution as A originating organization _ from institution self-subsistent public in carry out duties and responsibilities he replied must integrated its components ; d) Principles with expertise : meaning in the administration of Zakat, Infaq and Sadaqah must run in a professional manner sector nor administration finance and others; (e) Principles Independence : Amil Zakat Institute must institutionalized in a community independent and self - sufficient finish task and work with itself without wait help from party other .

METHOD

Idea stage beginning study This is determine First , the object is observed and examined as well as observations made on objects that can observed that has been determined before , commitment identify potency problem object that can observed .

this writing will worn method descriptive analytical with steps For identify problem is used For formulate problem , goal and object roam benefits that can obtained moment start study this and space scope study as well as strategic efforts made for stability mix marketing in the realm of BAZNAS and LAZNAS remains dominate in sector zakat management .

Retrieval technique sample used in study This is sample expert is example expediency sample including in non- probability category like exemplified . Then choose technique This based on opinion expert and determination amount sample is highly dependent on the report affected .

The process of offering strategy analysis opportunity big for company For more near with customer , and this can increase sales , reduce cost and efficiency (Baird and Parasnis , 2011).

According to Kelly, Kerr and Drennan (2010) analysis can give experience to customers so they can estimate zakat management is good from inside and outside company For reach the muzakki and mustahik so that can reached with easy on the community to in life social them and build more relationship _ personal . Process analysis has change management process arrangement especially zakat so more conducive so No happen manipulate the data of the giver and recipient specifically in zakat context . (Tsai and Men, 2013).

RESULTS AND DISCUSSION

On December 10 , 1999, the PKPU Foundation was born . October 8 , 2001, PKPU was named the National Zakat Amil Institution (LAZNAS) based in SK. Minister of Religion No. 441. PKPU 22 July 2008 PKPU was registered with the United Nations as institution self-subsistent society " Consultative status special with the Economic and Social Council ". By 29 January 2010, PKPU was official registered as organization social national according to RI Ministerial Decree No. 08/ Huk /2010, and registered at UNI on 8 October 2010 Europe with number registration Europe Aid ID No. 2010-CSD-1203198618. Once at the start in 2016, PKPU completed segregation and focus on management finance Humanity and change Name become the top PKPU initiative society at the end year 2016.

PKPU's vision is: become institution Trusted world class inside build independence of Islamic zakat. And with task namely : Use emergency programs , resuscitation (recovery), empowerment For improvement and development quality life independence . Create partnership with community , business , government , media and researchers and other Civil Society Organizations (CSOs) based on adaptation the values accepted by the institution . Do research , investigation , development and activities construction strengthen role organization public civil . Act active and encouraging formation various cooperation forums and social-humanitarian programs important other on the level national , regional and global.

July 2, 1998, Rumah Zakat was born with organization named Wallet Social Umul Qura (DSUQ). Change First is Rumah Zakat DSUQ Indonesia Branded Decree of the Minister of Religion of the Republic of Indonesia No. 157 March 18 , 2003 which certifies organization the as the National Amil Zakat Institution. historical chapter new from company traditional become company professional company . Enhancement management make Several Indonesian Zakat Houses Award : Best LAZNAS in ISR Award (Islamic Social Responsibility Award 2009), Organization best in IMZ Zakat Development (Amount of Indonesian Zakat).

Rumah Zakat is also successful get ISO 9001:2008 for category Distribution Zakat service in September 2012. Success This be the driving force management For more increase professionalism on implementation of its programs . In 2014 Nutrition Park Independent cooperate with RZ won the Indonesia MDG Award (IMA) 2013 in category Nutrition In 2014 he _ won the Top of Mind Zakat Management Award 2014 in Indonesia, Middle-Class Brand Forum (IMBF) III organized by magazine the SWA and the Study Center Consumer Class Intermediate (CMCS) and also accepted Service Partner Award Main Welfare 2014 from the Ministry of National Defense of the Republic of Indonesia. Award This given because RZ received is the only NGO in expedition Consistent Bhakesra _ participate every year .

This the more strengthen non- governmental nature socio-religious world class organization , RZ with NGOs from various countries in the world 30-31 August 2016 help form reconstruction of the Gaza Strip through A International Public Funds conference For Gaza relief in Turkey. help from donors because Palestine is also divided among refugees _ Palestine Lebanon by RZ volunteers . In the same year , Home receiving zakat is given at the Champion Indonesia Original Brand 2016 Award event from SWA magazine , that is confession as brand local market leader in Indonesia who became choice main consumers and dominated by the market in Indonesia.

Rumah Zakat has vision “ Philanthropic Institution International based professional empowerment . Mission Rumah Zakat, namely :

- Play a role active in build network philanthropy International .
- Facilitate independence society .
- Optimizing whole aspect source Power through superiority human .

Nilai akan meningkat kalau pembilang bertambah atau penyebut berkurang

Gambar 1. Persamaan Nilai

Marketing Management

Manage the selling process buy need a number of effort and skill main . Somebody usually capable buy need House stairs . Sometimes they also have sales , sales vehicle them , sales service personal Organization more professional in handle the selling process buy . He need get source Power from various markets and change source Power the become useful and selling products products in other markets. According to Philip Kotler, understanding marketing are :

$$V = B / P$$

Keterangan:

V = Nilai

B = Manfaat yang Dirasakan

P = Harga

Management marketing is analysis , planning , implementation and control to build-and-maintain profitable exchange programs and targeted relationships with the target market reach objective organization .

1. Marketing Principles

According to Warren J. Keegan, essence marketing can summarized in three part principle basic . Achieve two principles first . Equality value and value customer : The essence of marketing is creation create benefit more customers tall than competitors . Equality the values shown in Figure 1 work as guidelines For task the . As suggested in equality this , value For customer Can improved with expand or increase function products and/ or service , B. through cutting price or combination from factors the .

Superiority competitive and differential: Excellence competitive is the offer more competition interesting for customer. bid general must more interesting than bid competitor create superiority competitive . A company Possible own product quality the same with product competitors, however No more ok. focus. Concentration needed For create benefit

customer superiority competitive. All company big, big and small success Because they understand and apply principle base this. A clear focus on needs and wants customers and offers compete For give the required performance maintain decisive advantage .

2. Marketing Concept

Understanding marketing according to Philip Kotler is based on the concept key as following needs , wants and requirements product , value (value) and satisfaction exchange or market trading ; and marketers and marketers. Needs , wants and offers . Such a difference clear draft needs , wants and demands can disclosed as following consequences " Necessity man is circumstances satisfaction part perceived basis or realized . Desire man is desire For get satisfaction special For more needs in . Although need man little, need they many . Request is desire will something product supported by ability and desire For buy product the. desire For become request moment Power buy support it . B. Product , Product in a broad sense " everything given to somebody For satisfying something need or desire. " Object physique is tool For give service . Work superior company must sell benefit or services included in product , no only describe properties product them . C. Value and Satisfaction. economist century ninth mercy argue that mark is One draft subjective , no draft objective . Consumer determine mark depends is product the can fulfil his wish. Economist 20th century assumes that consumer only own ability For determines which level of two objects is more big You like . D Exchange and trade share is one how prang get the product they are want . Business is base from sale get " A transaction consists from transaction mark between the two parties ." Event contains a number of entity (entity) that can measurable at least two things valuable , approx deadline time, time reception and place acceptance. E. Only, the market consists from customer potential has _ need or desire certain , willing and able do sell buy For satisfying need or desire the . F. Marketing and Marketers , a trader is " seeker source other people's power and willing offer something of value on the other side ." Whoever wants to become buyer try For promote he be the chosen one seller . buyer This do marketing .

The Concept of Marketing Mix and Sharia Marketing

Draft marketing claim that key For reach objective business decided that company must more efficient compared to competitor in create , deliver and communicate mark customer to the selected target market . Draft marketing own set tool possible marketing _ managed , more market mix known (marketing mix) Service market mix consists from seven things like this : product (product) , price (price) , location / location (location) , Promotion, People/HR (People), Process (Process) and service Customer (customer service) Apart from seventh factor such , there is One factor again what not lost important that is proof physique Environment .

Sharia marketing is discipline business strategic direction _ to the process of creation , delivery and transformation values author to stakeholders interest consistent with contracts and principles Muamalah Islam (business) during the process . Create , offer and change mark No can contrary with Islamic Sharia so that no happen deviation in accordance contract . enforcement of marketing sharia , actually No free from source rules and guidelines _ of the Qur'an and Mufassir al-Qur'an, which is also example perfect . Sharia has three Marketing

paradigm , namely sharia marketing strategy for win sharia opinion as well tactics marketing For Obtain Market Share and Market Value Share for win heart customer .

Draft spiritual marketing is the essence of draft sharia marketing Mental marketing is the highest level from marketing, people don't only count profit or losses , and other things do not Again influence them. Worldly nature and vocation soul guide him Because is in it contain spiritual values. Sharia Marketing Strategy (Syariah Marketing Strategy), its components covers task customer, group customer , aspect psychographics , etc. Objective of this strategy is introduce to customer with companies and products so that they remember by heart customer. this strategy arrange or separate later customers determine the appropriate target market with desire company based on results grouping customer .

Sharia Market Value (Sharia Market Value) is the longer the value, the more Good quality, improve mark plus for consumer, service satisfied make Name company the more valuable and proud consumer. Objective of Value is win place in the heart customer because at the moment That happen change , that is properties and benefits No can Again fulfilled customer maximum. Spiritual marketing can includes another strategy, so company can control part mind, part marketing and division heart .

The concept of the Marketing Mix at LAZNAS Yatim Mandiri in terms of Sharia Marketing

LAZNAS Yatim Mandiri is a temple service bureau engaged in the field social activities and concentrates on zakat, infaq and alms waqf (ziswaf). the agency apply mix examined marketing Syariah marketing includes .

1. Product

Draft products at the LAZNAS Yatim Mandiri branch show form product in the form of a program with objective accept benefit form help material improvement of well-being child orphan . The formal product of the institution is collection parcel that is zizwaf supported _ with product addition in the form of subsidy programs and good services . the product No prohibits religion, but rather participate as well as in activation organizations religion below _ Islamic law .

2. Price

Determination strategy price is very important For creation mark consumers influence image products and decisions purchase consumer . Determination price No about profit for institution , that is need to remember Power buy society . Islam is so not Can tolerated every raising action price in a manner No fair . Tariff strategy latest For facility This moment This can found in the Mother's Prayer program (Donations IDR 2,000) each month addressed For child school including building his . Determination strategy price other moment This is the Five Thousand Search program Companions / Friends , that is five thousand prize every month , addressed For all layer public ladies and gentlemen .

3. Location

The location in question is location Where product will distributed or published by the company . Distributed by LAZNAS Yatim Mandiri . There are three involved parties _ that is supplier goods (LAZNAS Yatim Branch, brokers (banks), consumers (donors) sales product For

candidate consumer No forced , however based sincerity to in heart consumers , so parcel the bring big profit for consumers and recipients gift . Distribution institution the based on the character of the Prophet Amanah which means people who can trusted with core values can trusted , no stray , always uphold tall principle standing above truth .

4. Promotion (Promotion)

Merger promotion conducted by LAZNAS Yatim Mandiri own brochures , magazines , billboards and consumer live performances potential Good in community nor individual . Message offered in promotion sales , easy spread to consumer potential donate property through institutions the through fundraising or _ by bank transfer . Institutions also become intermediary fulfillment mandate to consumer through distribution program document equipped gifts with picture program implementation for guard trust consumer andcustomers potential .

BAZNAS Target Market

BAZNAS official website also provides information about BAZNAS profile and various service programs provided. BAZNAS is the official body and the only one formed by the government based on RI Presidential Decree No. 82001, whose mission is collect and distribute Zakat , Infaq and Alms (ZIS) at the level national . The birth of Law Number 23 of 2011 is related Zakat management strengthens role such, BAZNAS as authorized institution do Management of National Zakat Act referred to BAZNAS as independent and responsible state institution answer to President from the Minister of Religion. BAZNAS vision is " to be institution front people's welfare ."

Based on Regulation Government No. 14/2014, BAZNAS Zakat Collection by Zakat Collection Unit (UPZ) and/ or direct Zakat collection by UPZ is carried out with method certain establish UPZ in state institutions ; Ministries/ Ministry NGOs ; company state property ; company private domestic and foreign ; representative the Republic of Indonesia abroad ; embassies of state institutions foreign / foreign ; and the State Mosque. Collection of zakat in direct made by BAZNAS (Government scenario No. 14 of 2014).

Based on the Innovation press conference video Collection of Zakat below This will broadcast live on the BAZNAS TV YouTube channel on June 15 2020, information the received by the Director of BAZNAS that BAZNAS uses a number of channel optimizing zakat collection , namely , Zakat Management Unit (UPZ), retail , Digital CSR / Corporate Zakat / Zakat system payment double confirmation , ie service and communication marketing . Information above _ show that the target market is a dispenser or muzzaki BAZNAS consists from individuals and bodies. One muzzaki consists from working muzzaki in a manner independent in state institutions , Ministries/Non-Ministerial Government Agencies , BUMN, Private Companies , Foreigners etc (incl owner business) , RI Representatives Overseas , Offices Representative institution foreign / foreign and state mosques. Muzaki Individuals This is a potential market For targeted For distribution of Zakat, infaq and alms in BAZNAS. Besides individual Muzzaki , the target market for BAZNAS is both institutions originate from Corporate Social Responsibility (CSR) Funds and companies that zakat alone .

Pemirsa Sasaran	Donatur Perorangan, lembaga negara, kementerian/lembaga pemerintah non kementerian, BUMN, perusahaan swasta nasional dan asing, perwakilan RI di luar negeri, kantor-kantor perwakilan negara asing/lembaga asing, masjid negara
Tujuan Komunikasi	Membangun <i>awareness</i> (kesadaran), membangun <i>knowledge</i> (pengetahuan), membangun <i>liking</i> (rasa suka), membangun <i>preference</i> (pilihan produk), membangun <i>conviction</i> (keyakinan produk), <i>purchase</i> (pembelian)
Pesan Komunikasi	Kampanye zakat, infaq, sedekah (ZIS) untuk penanganan covid-19 dengan tema “Lekas Sembuh Indonesia”, hastag #LekasPulihIndonesia, #SemestaKebajikanZakat
Media Komunikasi	Meminimalisir tatap muka, optimalisasi jalur telepon (nomer telepon dan nomer handphone), media online (FB, IG, Twitter, LINE, website, channel youtube), dan media massa (<i>press release</i> ke beberapa media cetak).
Sumber Pesan	Presiden RI, Wakil Presiden RI, dan jajaran pejabat negara, pengurus BAZNAS, dan para artis/ <i>influencer</i>

Analisis terhadap *Integrated Digital Marketing* yang Digunakan Oleh PKPU dan RZ

Lembaga Filantropi Islam	Kelebihan	Kekurangan
PKPU	Memiliki TV.net dengan nama pkpu.tv, memberikan kemudahan bagi PKPU dalam peliputan berita dan berbagai kegiatan PKPU.	Selain menerima dana ZIS secara tunai dan <i>m-banking</i> , perlu peningkatan dalam pelayanan kepada donatur dari segi setoran dana yang ingin disalurkan sesuai kemajuan teknologi yang dilakukan oleh Rumah Zakat.
Rumah Zakat	Memiliki kemudahan dalam transaksi dalam penyetoran dana dari donatur.	Dalam strategi pemasaran ini, perlu peningkatan lagi sarana yang digunakan seperti TV.net yang digunakan oleh PKPU.

CONCLUSION

Marketing strategy digital PKPU and Rumah Zakat are Method integrated digital marketing . PKPU and Rumah Zakat use it everything maximum digital components and sources Power creative and innovative people get partnership in form wide and deep web internet environment deployment information . Digital marketing strategies are very effective in collection and distribution of PKPU community funds and Rumah Zakat. this seen from collection and distribution of ZIS funds since 2012 to 2017 .

Based on description above , got concluded that the success of BAZNAS in increase results fundraising Zakat / Infaq / Alms in Early 2020 70% compared season earlier in 2019 , and total muzzki increase by 176 since initial communication strategy Adaptable Da'wah Zakat Marketing with Change Behavior (New usually) in society . BAZNAS still Can motivate and influence muzzaki , and from individual nor corporate bodies and state institutions still paying zakat / infak / alms though half road in situation difficult in the early days year 2020.

Based on research and results discussion analysis mix marketing of LAZNAS Yatim Mandiri can pulled a number of conclusion , First , LAZNAS uses Orphan Branches multiple mix strategies marketing namely product strategy through diversification and products is Halal products with quality guaranteed , pricing strategy produce product cheap , and rate price No absolute . Channel distribution more focus on retail through fundraising . Offer Other such as Websites, billboards, brochures, and magazines are also created with displays portrait document the success of the sales program and program launch day and month important as subject . Promotion based on reliability and trust forbid use oath fake . Source Power quality human obtained from choice First acceptance and training base organized by the institution education . HR is also required honest and polite and know Zizwaf as a sending medium . In the manufacturing process , product made in accordance Power buy public and good service including . The location of the complex is very strategic in front door go out center shopping with very wide floor kind and helpful For create programs that deliver training community about understanding zizwaf .

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Muhammad Furqan MD, Muhammad Zen (2023)

First publication right:

[*ADVANCES in Social Humanities Research*](#)

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