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WHAT is there about some letters that makes them so much more effective than others A letter may have perfect diction a finished style it may bristle with attention getters and interest arousers it may follow every known rule yet when it reaches where the reader sits and decides its fate it may find itself in a wastebasket while something lacking any polish picks up the bacon and walks home with it Why People will give when you have stirred their emotions People will invest when you have aroused their cupidity And people want to know the future so if you can persuade them that you are any sort of Prophet they will buy your forecasting It all comes back to the point we made in the beginning What do they want What is the bait that will attract your fish and make them bite Find that and you will be as successful in bringing back orders as any angler can be with a properly baited hook in bringing in the fish Get your copy today and learn the Masters of Marketing Secrets

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 William A. Cohen, 1996-02-01 With more than 60 000 copies sold this amazing manual has become a classic in its field and rightfully so Nowhere else will you find in one book so much valuable information on achieving success in the mail order business Dr Bill Cohen has drawn on his decades of experience testing researching and constantly refining the mail order techniques described in this invaluable guide Building a Mail Order Business offers a virtual treasury of techniques and methods guaranteed to work in the real world of selling through the mail You'll get practical advice and learn tricks of the trade that will get you started quickly with the fewest missteps and greatest chances for success Thorough and completely up to date this authoritative guide covers every aspect of the mail order business from the basics of getting started to the details of product selection preparing a marketing plan copywriting designing graphics printing protecting yourself from competition telemarketing and advertising through magazines radio and television In addition a handy appendix lists hundreds of valuable contacts with complete addresses In this new Fourth Edition you'll learn the latest trends in mail order what works and what doesn't the most effective look in ads and mailing pieces how to put together the most attractive offers and much more For entrepreneurs direct marketers business owners and others eager to get into the mail order business Building a Mail Order Business has proven itself to be an indispensable resource for the ideas techniques and expert advice that will lead to success All the success secrets of one of America's best known and most respected experts on mail order and direct marketing Now in a new edition BUILDING A MAIL ORDER BUSINESS Fourth Edition Complete authoritative and now in a new edition this best selling guide to mail order success covers everything from getting your business started to handling legal issues preparing copy and graphics selecting mailing lists telemarketing and advertising in all types of media an unbeatable source of direct marketing ideas that really work Here's what the pros have said about previous editions of Bill Cohen's Building a Mail Order Business Dr Bill Cohen's book thoroughly explores the many facets and pitfalls facing the budding mail order entrepreneur Henry R Pete Hoke Jr Publisher Direct Marketing It took a mail order businessman who is also an educator to put direct mail and mail order guidelines all in one place and in language we can all understand Freeman F Gosden Jr President Smith Hemmings Gosden one of the nation's largest direct marketing advertising agencies An outstanding primer

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x000D _x000D_ _x000D_ **Postage** ,1929 *How I Learned the Secrets of Success in Advertising* Guy Lynn Sumner,1952 *Special Senate Investigation on Charges and Countercharges Involving: Secretary of the Army Robert T. Stevens* United States. Congress. Senate. Committee on Government Operations,1954 Effective Extension Circular Letters Arthur Ryker Hall,Berten Wendell Allred,Harry Thomas Kelsh,Henry Walter Gilbertson,Jocelyn Tyler,Rowena Schmidt Carpenter,United States. Bureau of Home Economics,Walter Whittier Swett,R. R. Graves,1941 An important feature of the dairy cattle show ring is the opportunity it affords for inspiring the dairyman to improve his stock by holding up to him an ideal toward which to work

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