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successful with selling systems Those sponsors who attract the right people from the beginning save a lot of time and avoid frustration Do It Yourself Direct Marketing Mark S. Bacon,1997 This text is a nuts and bolts guide to direct marketing It covers how to create buy and use mailing lists how to write for various direct mail formats how to test and track mailings all while maintaining a modest budget The author aims to helps the reader develop direct marketing methods that are tailored to their business and financial needs by discussing various direct marketing methods like the power of direct mail letter creating and implementing a selling campaign pricing design and layout of materials and using the Internet as resource

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