

# Selling Smart: How the Magazine Pros Sell Advertising

Ellenthal, Ira

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# Selling Smart How The Magazine Pros Sell Advertising

**David Laskin**



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Selling Smart Ira Ellenthal,1982-04-01     Marketing & Media Decisions ,1982     Making it in the Media Professions Leonard Mogel,1988     Advertising & Selling Magazine ,1920     Getting Into Advertising David Laskin,1986     **MIMP, Magazine Industry Market Place** ,1987     **Advertising & Selling** ,1905     *MIMP 1986, Magazine Industry Market Place* ,1985     **Advertising World** ,1982     Advertising and Selling ,1912     **The Art of Smart Marketing What Small Business Owners Must Know to Get Customers and Sell Products** ,     Media Selling Charles Warner,William Lederer,Brian Moroz,2020-07-16 The must have resource for media selling in today s technology driven environment The revised and updated fifth edition of Media Selling is an essential guide to our technology driven programmatic micro targeted mobile multi channel media ecosystem Today digital advertising has surpassed television as the number one ad investment platform and Google and Facebook dominate the digital advertising marketplace The authors highlight the new sales processes and approaches that will give media salespeople a leg up on the competition in our post Internet media era The book explores the automated programmatic buying and selling of digital ad inventory that is disrupting both media buyers and media salespeople In addition to information on disruptive technologies in media sales the book explores sales ethics communication theory and listening emotional intelligence creating value the principles of persuasion sales stage management guides and sample in person phone and email sales scripts Media Selling offers media sellers a customer first and problem solving sales approach The updated fifth edition Contains insight from digital experts into how 82 5% of digital ad inventory is bought and sold programmatically Reveals how to conduct research on Google Analytics Identifies how media salespeople can offer cross platform and multi channel solutions to prospects advertising and marketing challenge Includes insights into selling and distribution of podcasts Includes links to downloadable case studies presentations and planners on the Media Selling website Includes an extensive Glossary of Digital Advertising terms Written for students in communications radio TV and mass communication Media Selling is the classic work in the field The updated edition provides an indispensable tool for learning training and mastering sales techniques for digital media     **Subject Guide to Children's Books in Print 1997** Bowker Editorial Staff,R R Bowker Publishing,1996-09     *How and what to Sell* ,1925     **The Design of Advertising** Roy Paul Nelson,1985     *MIMP* ,1985     *Selling Electronic Media* Ed Shane,1999 First Published in 1999 Routledge is an imprint of Taylor Francis an informa company     **Advertising and Selling Fortnightly** ,1925     **Advertising & Selling** ,1947     Advertising Fortnightly ,1925

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