



MAIL ORDER SELLING

S E C O N D E D I T I O N

HOW TO MARKET ALMOST ANYTHING BY MAIL

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MAIL • PLANNING, FINANCING, AND RUNNING A MAIL ORDER
ENTERPRISE • PREPARING A COMPREHENSIVE BUSINESS
PLAN • GETTING THE MOST OUT OF DIRECT MAIL, PRINT, AND
BROADCAST MEDIA

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IRVING BURSTINER, Ph.D.

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COMPLETELY REVISED AND UPDATED

Mail Order Selling How To Market Almost Anything By Mail

Irving Burstiner



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