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The Advertising Solution is a "short course," tour de force primer, on

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the very best of direct marketing principles that universally endure and profoundly perform. Brian Kurtz and Craig Simpson have produced a rather unexpected and integrative tour guide for grasping decisively how the most powerful, profitable, and predictive direct response performance principles were discovered, then take you on a no-nonsense, non-theoretical, totally actionable distillation and experimental ...

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The Advertising Solution | Simpson Direct

The Advertising Solution Influence Prospects Multiply Sales And Promote Your Brand The Advertising Solution Influence Prospects CHAPTER-1 INTRODUCTION unique selling proposition An advertising appeal refers to the approach used by an advertiser to attract the attention or interest of the consumer and influence their

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