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Sshwab,2020-07-07 A Classic Short Course in Marketing Most advertising copywriters know their fundamentals Many of us practice them Some of us should get back to them Whether one is now studying to go into the field of copywriting whether he is new in the craft or whether he has been a practitioner in it for years his knowledge and practice of these fundamentals will determine the extent of his success As Daniel Defoe said An old and experienced pilot loses a ship by his assurance and over confidence of his knowledge as effectively as the young pilot does by his ignorance and want of experience So this book will strip down to fundamentals try to forget the furbelows For as time goes on every line of creative work gets cluttered up with impressive jargon and off the beam technicalities with professional palaver that strays far away from the main objective

Victor O Schwab Victor O Schwab shorthand secretary for Ruthrauff Ryan s Maxwell Sackheim in 1917 so improved Sackheim s copy that he was promoted to copywriter and went on to be hailed as the greatest mail order copywriter of all time A copy research pioneer Schwab would use his coded coupon ads to test headlines copy appeals length layouts action closings and split runs of ads He created Sunday comics ads for Dale Carnegie body builder Charles Atlas and Sherwin Cody s English Classics Course In 1926 Schwab and Robert Beatty bought out Sackheim Scherman and went on to build the giant Book of the Month Club source Advertising Age Scroll Up and Get Your Copy Now Printers' Ink; the ... Magazine of Advertising, Management and Sales ,1902 *Write Great Ads* Erica Levy Klein,1990-02-01 You don t have to be especially creative And you can forget about writer s block Because now even if you ve never written advertising before there s a simple proven way to Write Great Ads Great copywriters aren t born They re made That s because writing isn t a talent you re born with it s a skill as learnable as driving a car or typing Write Great Ads takes the mystery out of copywriting and shows how to write effective advertising copy for print ads direct mail packages radio spots and television commercials Write Great Ads takes you step by step through every aspect of the process You ll learn How to zero in on the key features and benefits of your ad How to write a headline that really sells How to come up with an original effective selling concept How to put all the facts together and craft an irresistible call to action guaranteed to pull in sales This one of a kind workbook breaks advertising down into simple steps that anyone no matter what your level of experience can master and enjoy Write Great Ads is also packed with fill in exercises and self tests so you can practice each step immediately This is a practical straightforward and instructive book with heavy emphasis on fundamentals all in good clear no nonsense English and an overall good reference for anyone interested in better communications **Guernsey Breeders' Journal** ,1916 *Host Bibliographic Record for Boundwith Item Barcode 30112041878379 and Others* ,1915 *Newspaperdom* ,1900 *How to Make Advertisements Appealing* S. Roland Hall,1919 **The Business Educator** ,1911 Advertising and Promoting the Professional Practice Morton Walker,1979 **Editor & Publisher** ,1913 *The Advertising Manual* William Knight Pratt,1909 **The Art of Creative Advertising** Michael Antebi,1968 A pictorial anthology of magazine and newspaper ads and posters arranged in terms of creative problems and their solutions Reproduces over 400 print ads Dust jacket *Farm*

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