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# Ca Hvertising How To Use More Than 100 Secrets Of Ad Agency Psychology To Make Big Money Selling Anything To Anyone

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This book is a gold mine! I made notes on almost every single page. The best part I liked was on page 184 when he says, ""Advertising is not supposed to be entertainment! You may be entertained by it, but that's not its purpose.

Ca\$hvertising: How to Use More Than 100 Secrets of Ad ...

Buy Cashvertising: How to Use More than 100 Secrets of Ad-agency Psychology to Make Big Money Selling Anything to Anyone 1 by Drew Eric Whitman (ISBN: 9781601630322) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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And how can you use them in your own advertising? Prepare yourself for a unique learning experience as author Drew Eric Whitman takes you on a wild, roller-coaster ride through the streets of New York's famed Madison Avenue and teaches you the specific psychological techniques that today's top copywriters and designers use to influence the ...

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The peripheral route: Persuading using the association of pleasant thoughts or positive images, or "cues." When you get someone to think deeply about something, and you persuade them to arrive at a conclusion, they will adopt their decision as a result of their own thinking, protect it, and defend it against (competitors') attacks as if it were their "baby"—their "brainchild."

Cashvertising (Book Summary)

New York's biggest ad agencies use these little-known secrets every day to influence people to buy. And now-thanks to Cashvertising-you can, too. These techniques are based on human psychology. They work no matter where you're located, no matter what kind of product or service you sell, and no matter where you advertise.

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Invest a few tax-deductible dollars in CA\$HVERTISING and I'll teach you how to create ads that can make your competition effectively 'disappear'. You'll learn how to turn weak, ineffective sales materials into hard-core money-makers that get you more business fast. No special skills are required. And most tricks cost nothing to use.

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His intensive AdPOWER! Clinic teaches business people how to use consumer psychology to boost the effectiveness of their ads, brochures, sales letters, Websites, and more. Whitman lives in Palm Desert, California. Visit the author's site for more info at cashvertising.com. --This text refers to an alternate kindle\_edition edition.

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The author speaks to the reader as if you are 12 years old, or intellectually challenged. Ironic that somebody writing a book effectively about how to write successful copy is not very good at writing copy.

Amazon.co.uk:Customer reviews: Ca\$hvertising: How to Use ...

New York 's biggest ad agencies use dozens of these little-known secrets every day to influence people to buy. And now—thanks to Cashvertising—you can, too. And it won 't matter one bit whether you 're a corporate giant or a mom-and-pop pizza shop. These techniques are based on human psychology.

## Ca\$hvertising in Apple Books

Ca Hvertising written by Drew Eric Whitman and has been published by Red Wheel/Weiser this book supported file pdf, txt, epub, kindle and other format this book has been release on 2008-11-15 with Business & Economics categories. Barely one in a hundred businesspeople knows these facts about creating powerful advertising. Do You?

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This short listen is recommended by David Ogilvy, Jay Abraham, and many other masters of marketing. It contains many principles that are common in Internet marketing today, such as the idea of testing and measuring ad effectiveness, writing to one person, understanding and using psychology, etc.

#### Ca\$hvertising Audiobook | Drew Eric Whitman | Audible.co.uk

"the first use of any product is inside the consumers' minds. (Stop. Read that last sentence again.) Imagining the use of something that appeals to you increases your desire for it." Drew Eric Whitman, CA\$HVERTISING: How to Use More than 100 Secrets of Ad-agency Psychology to Make Big Money Selling Anything to Anyone

### Ca\$hvertising Quotes by Drew Eric Whitman

Author Brian Kurtz takes you inside the craft to help you use all the tools at your disposal - from the intricate relationship between lists, offers, and copy, to continuity and creating lifetime value, to the critical importance of multichannel marketing and more - so you can succeed wildly, exceed all your expectations, and overdeliver every time.

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