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Cashvertising did exactly that, from the

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writing, to the theories, to the practical application, to the real-life statistics, and finally to seeing HOW and WHY they all work! Even more importantly, this is one of the few books that I will keep by my side on every new marketing campaign.

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sales and marketing, I found this to be one of the most concise, entertaining and (unpretentiously) educational books I've read on the subject.

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Drew Eric Whitman—a.k.a. "Dr. Direct! TM" —is an internationally renowned advertising trainer and consultant who specializes in teaching the psychology behind the response. He was a Senior Copywriter for the direct response division of the largest ad agency in

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Philadelphia. He was also Senior Direct Response Copywriter for one of the largest direct-to-the-consumer insurance companies in ...

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