

151 Secrets of Insurance Direct Marketing Practices

Revealed

BY

Don Jackson

FOREWORD BY SY OKNER

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Denny Hatch, Don Jackson



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(onehundred-fifty-one) *Secrets of Insurance Direct Marketing* Donald R. Jackson, 1988 **2,239 Tested Secrets for Direct Marketing Success: The Pros Tell You Their Time-Proven Secrets** Denny Hatch, Don Jackson, 1999-02 Despite its long and profitable history no one has assembled a single collection of all the basic secrets or rules of direct marketing Until now In these pages Denny Hatch and Don Jackson blitz you with the secrets rules and wisdom of nearly 200 of the great masters from Claude Hopkins David Ogilvy and Max Sackheim to such modern greats as Jay Abraham Dick Benson Malcolm Decker Bob Doscher John J Fleider Jerry Gould Bob Hacker Dick Hodgson Cecil Hoge Sr Bill Jayme Ted Kikoler Jim Kobs Herschell Gordon Lewis Malcolm McCluskey Don Nicholas J Peterman Max Ross Jim Rutz Emily Soell Lew Smith Bob Stone Joan Throckmorton and John Yeck **Data Mining Cookbook** Olivia Parr Rud, 2001-06-01 Increase profits and reduce costs by utilizing this collection of models of the most commonly asked data mining questions In order to find new ways to improve customer sales and support and as well as manage risk business managers must be able to mine company databases This book provides a step by step guide to creating and implementing models of the most commonly asked data mining questions Readers will learn how to prepare data to mine and develop accurate data mining questions The author who has over ten years of data mining experience also provides actual tested models of specific data mining questions for marketing sales customer service and retention and risk management A CD ROM sold separately provides these models for reader use
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