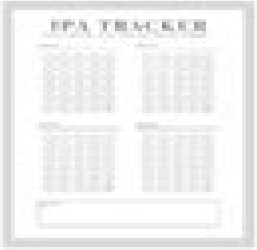


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1001 Facts about Direct Marketing, 1983

Every Marketer's Direct Mail Workbook Herman Holtz, 1986-10-24 A practical guide to all aspects of the direct marketing process from creating an effective offer to computerizing the direct mail operation Shows marketers how to identify the right focus for their product how to zero in on it and how to avoid the pitfalls that lead to unsuccessful campaigns Provides numerous tips that will save time and money including identifying sources for unusual premiums finding suppliers of rare and hard to find mailing lists finding unique locations for trade shows developing new and different campaign ideas and much more Goes on to cover almost every kind of tool needed to plan implement and carry out an efficient direct mail marketing campaign Examples samples worksheets forms planning guides lists of sources and checklists are all included to help the marketer understand and utilize the information

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Direct and Database Marketing Graeme McCorkell,1997 Through examples and case studies this book demonstrates how to adopt the methods technology and techniques pioneered in direct marketing and apply them in the broader context of integrated marketing

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and select the tactics that will work the plan Determine the most profitable timetable for your campaign Measure and analyze the outcome

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