

 **McGraw-Hill Business Edition**

Do-It-Yourself-Advertising & Promotion

S e c o n d E d i t i o n

**How to Produce Great
Ads, Brochures,
Catalogs, Direct Mail,
Web Sites, and More!**

FRED E. HAHN AND KENNETH G. MANGUN

Do It Yourself Advertising Promotion

Yijin Wang



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Do-It-Yourself Advertising and Promotion Fred E. Hahn, 2003-04-03 Praise for the Second Edition Mr Hahn's background in an industry where the creative stretching of promotional budgets is a daily necessity serves well the reader of this book His advice is both practical and imaginative and delivered with wit as well as wisdom Andrew McNally III Chairman of the Board Rand McNally Create Madison Avenue advertising on a Main Street budget with Do it Yourself Advertising Promotion Now the most complete guide to do it yourself advertising includes totally new sections on branding the Internet and Yellow Pages advertising This updated edition of Do It Yourself Advertising and Promotion offers the latest information on launching your own homegrown successful advertising campaigns and new desktop publishing techniques As an entrepreneur or small business owner you'll find tried and true low budget promotional tactics With every chapter updated and expanded this new third edition is better and more comprehensive than ever Author Fred E Hahn and expert contributors show you how to create successful high impact advertising on a limited budget using practical time tested techniques This friendly and accessible guide explains each method step by step with concrete advice on planning scheduling budgeting creative issues and production procedures to help you develop effective Newspaper and magazine ads Flyers brochures and invitations Direct mail campaigns Catalogs Web sites E mail and Internet advertising Teleservicing Audiovisual materials Publicity tools and techniques And more

Streetwise Do-It-Yourself Advertising Sarah White, John A. Woods, 2002-06-01 A collection of expert advice on improving sales It includes dozens of templates and worksheets and examples of advertisements direct mail pieces and press releases

[Do-It-Yourself Advertising](#) Fred E. Hahn, 1993-02-22 A nitty gritty advertising guide to create or supervise successful ad and promotion campaigns Covers the specifics of magazine and newspaper advertising along with flyers brochures direct mail pieces telemarketing conventions and trade shows radio and TV promotions The mechanics of design format and production are detailed Includes a slew of practical checklists

Do-it-yourself Retailing, 1989

The Do-it-yourself Business Promotions Kit Jack Griffin, 1995-01-01 This indispensable tool kit contains literally hundreds of ready to use models of effective and affordable communications covering all the principal media personal letters direct mail telephone solicitations and customer service print ads press releases and radio and TV spots Covers every aspect of the selling cycle before during and after the sale

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