

tested advertising methods john caples

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Explore the timeless wisdom of John Caples' tested advertising methods, revealing proven strategies and direct response techniques that are essential for any marketer seeking to build effective and high-converting campaigns.

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Tested Advertising Methods

The fifth edition of this work on how to create successful advertising features new coverage on small businesses with limited revenues, non-profit advertising, as well as techniques of headlines, illustrations and layouts. There is also new information useful to smaller businesses.

Tested Advertising Methods

A veteran copywriter offers advice on how to spark ideas and then capture them in copy, how to write headlines that attract attention, how to make ads believable and motivate readers to act, and how to learn from failure as well as success. Readers will discover principles, procedures, and practical suggestions for every medium and style of advertising.

Making Ads Pay

How to Make Your Advertising Make Money by John Caples In this remarkable reference, John Caples, a man who has won countless awards and made millions of dollars for some of the largest companies in the United States, draws upon more than 50 years of experience to show you how to write advertising copy that sells anything and everything... write headlines that command instant attention...save thousands of dollars in expenses each year...and much more. Containing hundreds of true stories, checklists, and guidelines, this sourcebook is for every copywriter, creative director, and business executive who wants to learn how to write copy that sells-from the master who most say did it better than anyone. You'll get: 1. Secrets of Successful Advertising 2. Twelve Ways to Find Advertising Ideas 3. Three Famous Case Histories 4. How to Get Ideas from Brainstorming 5. 303 Words and Phrases that Sell 6. How to Write Sentences that Sell 7. Sales Appeals that Last Forever 8. How to Write Headlines that Make Money 9. How to Use Stories to Sell Products 10. Tips on Copywriting 11. How Editorial Style Ads Can Bring Increased Sales 12. How to Write Sales Letters that Make Money 13. How Direct Response Can Help Advertisers Make Money 14. Ways to Improve Your Copy 15. How to Write Radio Commercials that Get Action 16. How to Apply Mail Order Know-How in Writing TV

Commercials 17. Summing Up My Success Secrets I Have Learned in 50 Years Meet the Author John Caples was Vice President of BBDO, Inc. when he retired after 40 years of service with the nation's third largest advertising agency. The creator of such classic ads as "They Laughed When I Sat Down at the Piano" and "They Grinned When the Waiter Spoke to Me in French," and a member of the Copywriters's Halls of Fame, Mr. Caples built a nationwide reputation for his research and scientific methods of testing advertising effectiveness.

How to Make Your Advertising Make Money

This book might well have carried the subtitle *Or 44 Years in the Copy Department* instead of its present one. Even a copywriter, whose breed is not noteworthy for arithmetical prowess, could not escape arriving at the conclusion that the number of years from 1917 to 1961 totals forty-four. And, Heaven help me!, for that seeming aeon of time the major interest of the author has been advertising copy—good, bad, and indifferent. That a large measure of this past experience has been associated with a particularly demanding kind of advertising copy may, as will be explained, be an advantageous circumstance for the reader of this book, regardless of what type of copywriting job confronts him. For the subject of the book is not the writing of mail-order copy. Its sole purpose is to lend a hand to any copywriter (or student of copy-writing) whose ambition is to create advertisements which are more resultful, no matter what the product is or how and where it is sold. As to why the author's background of experience may represent an advantageous circumstance for such copywriters, I will leave to an infinitely more capable pen than mine—that of no less an authority than Claude G. Hopkins, one of the greatest copywriters of "general" advertising who ever lived: "Mail-order advertising is difficult. But it is educational. It keeps one on his mettle. It fixes one's viewpoint on cost and result. The advertising-writer learns more from mail-order advertising than from any other." Therefore, if you are looking for guidance specifically concerned with the writing of mail-order advertising, this is not your book. On the other hand, if in the writing of any type of advertising you want more of your copy to achieve the selling effectiveness imperative for any mail-order man who wants to continue eating heartily, this book may prove helpful to you. At any rate, you are the person for whom it was written. Much of its information will probably recall to your mind the aphorism, "We need not so much to be instructed as to be reminded." And that's all to the good. Finally, and appertaining to the passages which are reminiscent in nature, the author has tried to avoid any necessity for later having to admit, like Mark Twain, that "When I was very young I could remember anything, whether it happened or not. But now I am older and I can only remember the latter." Victor O. Schwab

How to Write a Good Advertisement

Robert Collier was decades ahead of his time in writing down ways for man to improve his lot in life. He wrote "Secret of the Ages" during an active and successful life developed upon basic ideas which opened up new vistas of living for countless multitudes of people. Brought up to be a priest, he worked as a mining engineer, an advertising executive and a prolific writer and publisher. The Robert Collier Letter Book earned Robert Collier the distinction of being one of the greatest marketing minds in history. Robert Collier sales letters were successful because he wrote to his readers' needs. As an expert in marketing, his sales savvy and writing expertise placed hundreds of millions of dollars in his clients' pockets.

The Robert Collier Letter Book

His book also covers the details of evaluating the effectiveness of competing advertising media and ways to do useful advertising-to-sales conversion studies, within budget and in a timely manner. Well illustrated with tables and figures, and drawing upon important practical and academic research, Dr. Woodside's book will be essential reading for advertising, marketing, and sales executives and their colleagues in the academic community.

Measuring the Effectiveness of Image and Linkage Advertising

The right piece of direct mail can produce excellent response rates and have an extraordinary effect on business. But why do some sale letters achieve spectacular results whilst others are instantly consigned to the bin? This book reveals the secrets of creating successful sales letters. Containing examples of real sales letters, it includes plenty of advice on what to avoid as well as what to include. Key topics are covered such as: the secrets of persuasion; planning a letter which will get replies; creating offers that get responses and timing mailings for maximum effect.

Tested Advertising Methods

Distilling the wisdom of the world's greatest advertisers, direct marketing expert Craig Simpson delivers an education on direct marketing and advertising copy that creates brand awareness, sells products, and keeps customers engaged. Walks readers through time-tested methods of creating effective ad copy that increases profits. Dissects the principles of legendary marketers like Robert Collier, Claude Hopkins, John Caples, and David Ogilvy.

Advertising for Immediate Sales

David Ogilvy is 'The Father of Advertising' and in this new format of his seminal classic, he teaches you how to sell anything. 'The most sought-after wizard in the advertising business.' Times Magazine From the most successful advertising executive of all time comes the definitive guide to the art of any sale. Everything from writing successful copy to finding innovative ways to engage people and from identifying with your audience to the various ways to sell a lifestyle, Ogilvy on Advertising looks at what sells, what doesn't and why. And, in doing so, he teaches what you can do to sell the most brilliant item of all... yourself. From a titan of not just the advertising industry, but the business world, this book is David Ogilvy's final word on what you're doing wrong in any pitch and how you can finally fix it.

How to Write Sales Letters That Sell

First collected by his devoted family and colleagues as a 75th birthday present, The Unpublished David Ogilvy collects a career's worth of public and private communications - memos, letters, speeches, notes and interviews - from the 'Father of Advertising' and founder of Ogilvy & Mather. Still fizzing with energy and freshness more than 25 years after it was first published, its success outside the private circle of friends and colleagues it was created for was, in the words of one of its editors: 'because so often he spoke out on important matters long before the crowd caught up to him; because all of what he says, he says so well; because so little of what he says in the book had ever before appeared in print'. It includes The Theory and Practice of Selling the AGA Cooker, described by Fortune magazine as 'the finest sales instruction manual ever written', and an interview in which he makes disclosures that even long-standing associates had never heard before. This is a business book unlike any other: a straightforward and incisive look at subjects such as salesmanship, management and creativity, presented in his trademark crisp prose. Whether carefully prepared for a lecture or as a private joke to a friend, his writing always underlines the importance of the rule, 'it pays an agency to be imaginative and unorthodox'.

Advertising Ideas

Drayton Bird's Commonsense Direct and Digital Marketing needs no introduction to marketers and direct marketers. It is not only seen as the authority on direct marketing execution, but is also widely appreciated for its engaging, no-nonsense style. The latest edition takes the book into new territory - the field of digital marketing. It gives the marketer the tools, techniques and structure needed to produce effective and profitable marketing across the direct marketing spectrum -from simple letter to focused web-based campaigns. For anyone involved in direct marketing, from junior marketer to senior manager, this book provides not just the structure for success but also an energising insight into the techniques behind some of the world's most successful direct marketing campaigns.

The Advertising Solution

Writing for the web. Web word wizardry. Web writing that works. What does that mean? Your online copy must persuade - it's integral to getting your visitors or readers to register, subscribe, qualify as leads, and yes, even buy from you. It's writing that must earn its keep. And to effectively manage the quality

of your online writing, you need to understand what works, why it works and how to make it work better for you. Whether you are the marketer responsible for the bottom line or the writer creating the copy, Persuasive Online Copywriting provides the tools you need to get results. Bryan Eisenberg, Jeffery Eisenberg and Lisa T. Davis are Future Now, Inc., an agency specializing in online conversion since 1998. In addition to offering seminars and workshops, the trio's publications include The Marketer's Common Sense Guide to E-Metrics, an ROI Marketing column for ClickZ and GrokDotCom.

Ogilvy on Advertising

Most websites lose. Almost all of them. Many never make a profit. Others are successful at first, and then get crushed by competitors. This book is about how to buck the trend--to make websites that customers love and that are outrageously profitable. The methodology is based on the authors' award-winning work growing many of the world's biggest web companies--plus hundreds of smaller, market-leading companies in over eighty different industries. In this book, you'll get What successful web businesses do differently (and others get wrong) How to easily identify your website's biggest opportunities A treasure trove of proven solutions for growing businesses Discover how to grow your profits--by making winning websites that people love.

The Unpublished David Ogilvy

In this new edition of the irreverent, celebrated bestseller, master copywriter Luke Sullivan looks at the history of advertising, from the good, to the bad, to the ugly. Updated to cover online advertising, this edition gives you the best advertising guidance for traditional media and all the possibilities of new media and technologies. You'll learn why bad ads sometimes work, why great ads fail, and how you can balance creative work with the mandate to sell.

Commonsense Direct and Digital Marketing

"Nobody should be allowed to have anything to do with advertising until he has read this book seven times. It changed the course of my life." said Ogilvy of that book. It is a must read for any marketer, advertiser, business person. Especially now that text based advertising has become once again so important. Think Adwords, Tweets, Facebook Updates... Advertising 101...

Persuasive Online Copywriting

MAGNETIC MARKETING(R) is a radical, dramatically different sea-change in the way new customers, clients, patients or prospects are attracted and in the way products, services, businesses and practices are advertised. It is a "change movement" that has established itself in over 136 different niches, business categories, industries and professions, but is still also a "best kept secret"--its practitioners are in a "secret society." It--and only it--offers real protection from commoditization, Amazon-ization, price and profit destruction. It is soundly based on well-proven strategies dating from the turn of the century to the present. No academic theories, no vague "ideas\

Making Websites Win

The classic guide to copywriting, now in an entirely updated third edition This is a book for everyone who writes or approves copy: copywriters, account executives, creative directors, freelance writers, advertising managers . . . even entrepreneurs and brand managers. It reveals dozens of copywriting techniques that can help you write ads, commercials, and direct mail that are clear, persuasive, and get more attention—and sell more products. Among the tips revealed are • eight headlines that work—and how to use them • eleven ways to make your copy more readable • fifteen ways to open a sales letter • the nine characteristics of successful print ads • how to build a successful freelance copywriting practice • fifteen techniques to ensure your e-mail marketing message is opened This thoroughly revised third edition includes all new essential information for mastering copywriting in the Internet era, including advice on Web- and e-mail-based copywriting, multimedia presentations, and Internet research and source documentation, as well as updated resources. Now more indispensable than ever, The Copywriter's Handbook remains the ultimate guide for people who write or work with copy. "I don't know a single copywriter whose work would not be improved by reading this book." —David Ogilvy

Hey, Whipple, Squeeze This

Brian Kurtz is the bridge connecting the bedrock fundamentals of direct response marketing to the state-of-the-art strategies, tactics, and channels of today. Overdeliver distills his expertise from working in the trenches over almost four decades to help readers build a business that maximizes both revenue and relationships. Marketing isn't everything, according to Brian Kurtz. It's the only thing. If you have a vision or a mission in life, why not share it with millions instead of dozens? And while you are sharing it with as many people as possible and creating maximum impact, why not measure everything and make all of your marketing accountable? That's what this book is all about. In the world of direct marketing, Brian Kurtz has seen it all and done it all over almost four decades. And he lives by the philosophy, "Those who did it have a responsibility to teach it." Here's a small sample of what you'll learn: • The 4 Pillars of Being Extraordinary • The 5 Principles of why "Original Source" matters • The 7 Characteristics that are present in every world class copywriter • Multiple ways to track the metrics that matter in every campaign and every medium, online and offline • Why customer service and fulfillment are marketing functions • That the most important capital you own has nothing to do with money • And much more Whether you're new to marketing or a seasoned pro, this book gives you a crystal-clear road map to grow your business, make more money, maximize your impact in your market, and love what you're doing while you're doing it. 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.

Scientific Advertising

Confessions of an Advertising Man is the distillation of all the successful Ogilvy concepts, tactics and techniques that made this book an international bestseller. Regarded as the father of modern advertising, David Ogilvy created some of the most memorable advertising campaigns that set the standard for others to follow. Anyone aspiring to be a good manager in any kind of business should read this.

Magnetic Marketing

The priceless ingredient; His master's voice; 9944/100% pure; over 100 others. How they were written, their impact, and much more. Remarkable record. 130 illustrations.

The Copywriter's Handbook

Great copy is the heart and soul of the advertising business. In this practical guide, legendary copywriter Joe Sugarman provides proven guidelines and expert advice on what it takes to write copy that will entice, motivate, and move customers to buy. For anyone who wants to break into the business, this is the ultimate companion resource for unlimited success.

The Lazy Man's Way to Riches

A book of formulas and techniques for creating successful advertising, designed for small business owners. Covers open letters and advertorials, headlines, using illustrations and photos, tips on writing ad copy, using testimonials and guarantees, direct mail, Yellow Pages tips, and radio and tv ads. Includes worksheets and checklists. Annotation copyright by Book News, Inc., Portland, OR

Overdeliver

How do you persuade someone to buy from you just by writing to them? What does effective copywriting look like – and sound like? Write to Sell has the answers! Read this book and you'll learn: The confidence and skills to write better copy New ways to gain readers' attention, respect and trust Hints and tips on turning selling skills into copywriting skills Simple techniques to improve the readability of your copy The impact of design and layout on copywriting The meaning of good written English – the rules you must follow, the rules you can safely ignore

Confessions of an Advertising Man

Are you looking for a great idea or some inspiration to make your marketing and sales literature more effective and cutting edge? Do you need words to move and inspire your employees, shareholders or customers? Words are powerful in any business, but only if you use and implement them in the right way. This book contains 100 great copywriting ideas, extracted from the world's best companies

Each copywriting idea is succinctly described and is followed by advice on how it can be applied to the reader's own business situation. A simple but potentially powerful book for anyone seeking new inspiration and that killer application.

The 100 Greatest Advertisements 1852-1958

There was one copywriter who made millionaires from people who read his book, although they never wrote an ad. Eugene Schwartz wrote a classic on copywriting that is probably one of the most powerful, and profitable, books on copywriting and marketing ever written. That book has been kept available only as a rare hardback gift edition. Generations of copywriters haven't had access to this material. And the world would be a poorer place, except... Fortunately Schwartz was also prolific as a speaker. So we are able to bring notes of his lectures and a review of his classic text to life again. You can learn: - How to create ads which sell your products at the expense of your competition - Find which roles your customer really wants to play and align these to your product - Discover how to get a product to sell no matter how people have already heard about it or how many products like it are already out there. - Learn how to control your audience by being their friend. Get Your Copy Now.

The Adweek Copywriting Handbook

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!

AMA Complete Guide to Small Business Advertising

Distilled from a career in the marketing trenches, a complete guide to the essential skills every marketer needs to master. If you work as a marketer, or hope to become one, you have a lot to know. The Professional Marketer is your guide book. The Professional Marketer is organized into six sections, starting with marketing strategy, moving on to awareness, then to demand generation, working with direct sales and channel partners, and ending with concepts key to running a marketing department. Section 1 - Marketing Strategy and Science - Peter Drucker, The Four Ps, Ted Levitt, Crossing the Chasm; Positioning and the Brand; Market Segmentation; Marketing Planning Section 2 - Getting the Word Out - Public Relations; The Press Release; Social Media and WOM Marketing; Product Reviews, Case Studies, Awards, Studies/Surveys Section 3 - Building Demand - Direct Marketing; Marketing Lists and Databases; Leads Opportunities and the Funnel; Events; Advertising Section 4 - Arming Sales - The Website; Collateral and Other Assets; Speaking and Presentations; Sales Training and Enablement Section 5 - Marketing via Channels - Marketing and Selling through a Channel; Partner Programs Section 6 - Marketing Management - Test and Measure; Showing Results - ROMI, Dashboards and other Metrics; Marketing Budgets; The Marketing Department Each of the 23 chapters covers a key marketing discipline and is designed to be self-contained. Most include a case study. For the ambitious, it includes a reading list of the author's favorite works, and delves into marketing history to shed light on key ideas many marketers take for granted, like: * Who wrote the first press release? * Why do we call it 'boilerplate'? * Who held the first focus group? * Why are they called 'white papers'? * What's a 'tsotchke' and how do you pronounce it? Praise for The Professional Marketer "No book I have ever read in 30 years as a marketer has so successfully woven the insights from masters - past and present - into such a readable, cohesive narrative." --Hugh Macfarlane, CEO of Math Marketing; Author The Leaky Funnel "The Professional Marketer is a great tool for CMOs looking to equip their teams with

the marketing strategies and techniques they need to win." Donovan Neale-May, Executive Director, CMO Council "The Professional Marketer, which provides practical tools to help get things done, will be an invaluable guide book for professionals who want to deliver under pressure." John Ellett, Author, The CMO Manifesto

Write to Sell : The Ultimate Guide to Copywriting

Joseph Sugarman has been recognized worldwide for his ability to create persuasive advertising copy that turns a prospect into a customer. **ADVERTISING SECRETS OF THE WRITTEN WORD** is a comprehensive textbook that teaches you the step-by-step techniques you can follow to write advertising copy - the same lessons taught at his exclusive \$3,000 seminars. The entertainingly illustrated book provides insights into the skills it takes to be a great copywriter & how to develop them. It then takes you into the thought process of ad creation, providing a very disciplined procedure that anybody can follow. A chapter reveals the "psychological triggers" & how they can be used effectively to "cause prospects to exchange their hard-earned money for your product or service." The book also presents many personal stories, advertising examples & many of Sugarman's own ads along with the reasons for their success or failure. Ray Schultz, editor of Direct Magazine says, "There is no better model for copywriters or magazine editors than Joe Sugarman." Quotes by Richard Thalheimer, President of The Sharper Image, Jack Canfield, co-author of *Chicken Soup for the Soul* & Vice President Albert Gore are shown on the back cover.

100 Great Copywriting Ideas

From the legendary copywriting coach: Templates and examples of headlines you can use today to persuade customers—and massively boost profits. The headline makes the difference when it comes to advertising—whether it's a website, postcard, sales letter, print ad, or direct mail solicitation. Veteran marketers and entrepreneurs know a powerful headline is the most important factor for putting more money in your pocket and attracting, persuading, and retaining your most loyal, valuable customers. Scientific tests have proven it over and over: Just by changing a headline, you can increase an ad's profitability by two, three, even five times. Finally, here is the world's #1 resource for quickly and easily creating powerful advertising headlines that are a perfect fit for your business—the kind of headlines that produce record-breaking sales results! Copywriting expert David Garfinkel, who mentors other copywriters for \$15,000 and up, offers you one of his most prized possessions: his carefully chosen, market-tested set of advertising headline templates that truly can make you rich! "David Garfinkel is the best copywriter I know." —Jay Conrad Levinson, bestselling author of the *Guerrilla Marketing* series

Breakthrough Advertising

It's OK knowing the theory, but when it's 9am and you have just been given until lunchtime to write some copy for a new sales email, landing page, press ad or brochure, what you really need is a shortcut. This book takes the grind out of planning and writing almost any type of copy by providing step-by-step advice on the best layouts, approaches and styles to suit everything from an email subject line to recruitment ad, direct mail letter or website. Prepared by one of the best copywriters in the B2B sector, this book also provides the reader with templates for 13 of the most common copywriting tasks for maximum effectiveness and speed.

Breakthrough Copywriter: A Field Guide to Eugene M. Schwartz Advertising Genius

Test marketing. Coupon sampling. Copy research. All are standard practices in today's world of advertising. All were invented by Claude C. Hopkins (1866-1932), who worked for various advertisers including Bissell Carpet Sweeper Company, Swift & Company and Dr. Shoop's patent medicine company until, at the age of 41, he was hired by Albert Lasker to write copy for Lord & Thomas advertising agency (forerunner to today's Foote, Cone & Belding). He stayed for 18 years. *Scientific Advertising* and *My Life in Advertising* remain essential, vital guideposts for present and future generations of advertising professionals. - Publisher.

Do-It-Yourself Advertising and Promotion

A book for everyone who writes or edits copy, it reveals dozens of techniques that can help you write ads, commercials, and direct mail that get more attention and sell more products.

