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Here is the perfect book for entrepreneurs and small business owners who want to know how to create effective advertising on an affordable budget Persuasive Advertising for Entrepreneurs and Small Business Owners shows you how to plan and execute money making advertisements and commercials on a workable budget Jay Granat an experienced marketing professional and ad man provides readers with a practical understanding of advertising principles media selection copywriting consumer behavior and persuasive advertising methods in promotional efforts These principles have important implications and Jay Granat shows you how to utilize them and stay within your means Successful cases from across the media television print direct mail radio transit and public relations representing construction law medicine publishing retail businesses restaurants and others highlight various prosperous approaches to persuasive advertising Written specifically for entrepreneurs and small business owners Granat s book is the first to explain how to use persuasive tactics and strategies Ideal for established small business owners and those starting such a venture this manual makes affordable advertising an easier step on the path to success In addition to analyzing many aspects of advertising this manual outlines appropriate networking and public relations strategies for entrepreneurs and small business owners Granat teaches you how to construct money making advertising and to recognize when your sales messages are effective and when the messages need to become more persuasive To help illustrate the power of effective sales messages he includes examples of his own advertising successes and failures You will be better equipped to foresee when your own advertising campaigns are more likely to succeed or more likely to fail and how to reverse a failing campaign Descriptions of the advantages and disadvantages of each advertising medium assist with the question of how to construct effective and persuasive selling messages for specific

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In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Advertising And Public Relations For A Small Business**," a mesmerizing literary creation penned by a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring affect our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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