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Copywriting is the heart of entrepreneurship and should: (1) produce a bankable return on investment from advertising, (2) generate measurable results and (3) rely on proven direct response methods that work by formula rather than by guesswork. Try getting that from mainstream ad agencies.

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In this book, you'll learn how direct marketers shatter sales records with the written word. Many people find copywriting confusing. But Breakthrough Copywriting makes it simple-by breaking everything down into a clear, step-by-step process. There's something for everyone. New copywriters will get a complete toolkit. Experienced marketers will benefit from new strategies and tactics.

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The full title of this book by David Garfinkel is "Breakthrough Copywriting: How To Generate Quick Cash With The Written Word". Here is my review of the book.

Breakthrough Copywriting by David Garfinkel

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